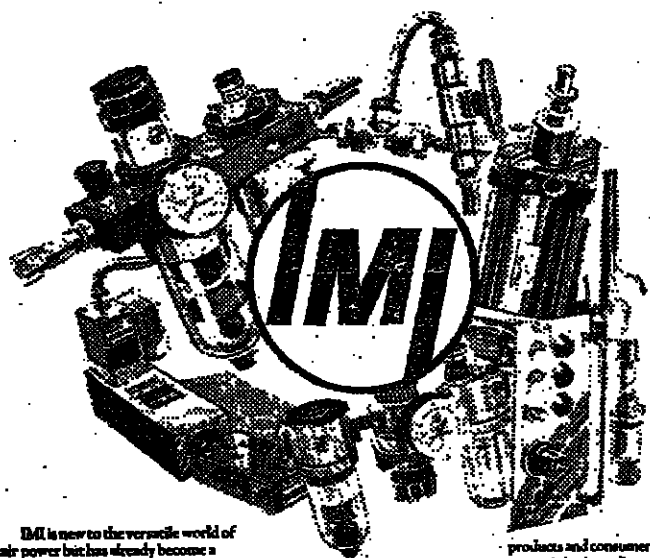


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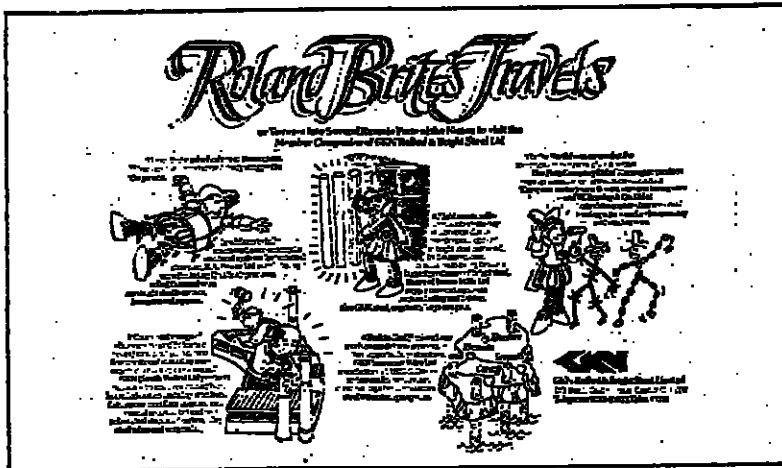
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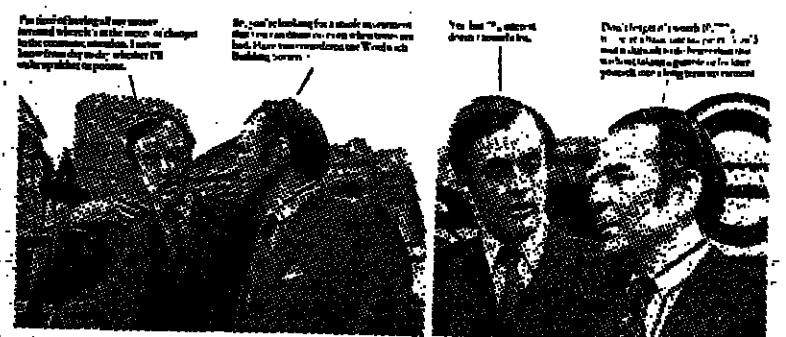


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Ten years after the Greater London Council replaced the LCC, it is beset with problems and faces mounting criticism.

Is there really a case for the GLC to be abolished?

The Greater London Council opens its autumn session tomorrow with a resolution from the Conservative opposition urging it to request the Government to review the functions and area of the GLC and the London borough councils.

It is not quite the death wish it sounds, rather a cry for help in the face of mounting criticism now that the council has completed 10 years as the local authority for the metropolis.

The Labour administration is only too well aware of the problems and the criticism, but has put its own interpretation on a difficult situation with an amendment. It asks that the council should be given the additional powers and responsibilities necessary to operate "effectively as a regional authority, while devolving certain functions to the London boroughs".

What will emerge from the debate is unlikely to be of earth-shaking consequence, and it is equally unlikely that many of its critics will be present. The occasion nevertheless reflects the concern felt throughout the council, both members and staff, at the low esteem in which it is held, and the calls for its abolition which come not only from irate ratepayers, but from a number of local and national politicians as well.

A decade after they became London's strategic authority, the present council and officers must rue the day the GLC moved into the same County Hall of the replaced London County Council, that monument to Herbert Morrison's benign despotism. All too often, the GLC is referred to as the "LCC writ large", an accusation ignoring the purpose of its creation, and leaving the ghost of Morrison still stalking its rules of conduct.

The statistics which emerge from County Hall are astonishing and daunting. The council's overall budget—putting it 40th among the nations of the world—is £1,743m. This is made up of £1,264.3m in current expenditure and £479m in capital spending. An indication of the growth in council spending can be gauged from a comparison with 10 years ago. In 1965-66 revenue accounted for £183m and capital for £21m.

The County Hall staff number some 34,000, while including the education service, permanent staff totals 120,000 in 1,500 grades. Their task is to look after 7,300,000 Londoners living in the 610 square miles of the administrative area.

The current crisis for the GLC, and that is not too strong a word, comes from the steeply

rising cost of the services it provides to Londoners, most of whom do not know what they are paying for, and the rest who wonder whether it is worth it.

The GLC was set up by the London Government Act 1963, which in turn had its origin in the report of the Herbert Commission 1960 recognizing the spread of the metropolis beyond its existing boundaries. It was to be the strategic authority providing services affecting Greater London as a whole.

This idea was anathema to the LCC and to Herbert Morrison in particular. He claimed that the GLC would be far too large for efficient administration and pleaded for the retention of the LCC as a proven success in the area it covered. He declared in 1962: "I will stamp London and we will fight in London to denounce the Government for this piece of political jiggery".

He fought in vain, but the Government did make changes to the original Herbert Morrison proposals. First, the outer boundary of Greater London was drawn tighter after nine councils on the fringes agreed in squeezing out of the net.

Secondly, the Government rejected the idea of 52 boroughs on the grounds that they would be too small, and instead created 32 boroughs. Thirdly, protests that to fragment the education service of the LCC would lead to a drop in standards led to its retention as the Inner London Education Authority.

The boundaries of the Greater London area are still a cause for contention among those who believe that an effective metropolitan authority for London should have cast its net wider. During the last 10 years, the main changes to the GLC have been the transfer away from the council of responsibility for sewage and the ambulance service, both of which were arguably the proper responsibility for a metropolitan authority.

Today, the GLC busies itself in the main with strategic planning, transport policy and traffic management, housing—much of it shared, some say duplicated—with the boroughs, the fire service, refuse disposal, and arts and parks. Yet it has not succeeded in becoming a truly strategic authority. The Government from the start has regarded it as just another local authority, and the dilemma facing it is that for what it is, not what it should be, its functions scarcely justify its size and cost.

Critics say the GLC exercises its powers over too small an area to be truly a strategic authority and yet is too large to

be a proper local authority with local authority structure of membership and administration.

In the last two years, the Labour administration's major policies of municipalization in housing and cheap fares for public transport have proved costly ideals. It was Labour's added misfortune to attempt them at a time of high inflation which quickly rendered them impossible to achieve.

So what has the GLC achieved in its decade of London government? To hear some of its leading critics speak, nothing. A leading Conservative local politician admitted: "I do not want to appear in the role of executioner of the GLC, but I cannot honestly think of any field where the GLC has been a success".

The GLC, on the defensive, rightly winces at such a one-sided view. In the decade, it has built 51,000 houses, and housed 123,000 families. It manages 200,000 homes on 390 estates, a function not properly for a strategic authority and one which it would gladly hand over to the boroughs. It must be said that some of the poorer boroughs could not afford to take on the task.

In the field of transport, the GLC controls London Transport, a heavy financial burden even without the cost of its deliberate attempt to keep fares down. With some justice, critics can claim that the GLC has been a success.

On transport matters, as in planning, the GLC is apt to deal in trivia. Question time at council meetings is peppered with inquiries and enquiries about

zebra and pelican crossings and such like. The boroughs believe it is silly that they have to ask the GLC for permission. What is perhaps even sillier is that when a borough recently wanted a zebra crossing, the Department of the Environment refused permission because that area of London had its fixed maximum number of traffic lights.

These small affairs however tend to obscure the larger issues facing the GLC. The financial situation is the most crucial. It is of course costly to look after 7,300,000 people, and therefore the sources of income must be widely based. That this is so is proved by the case of New York, whose metropolitan authority fell to the brink of bankruptcy largely because its boundaries, and thus its sources of income, are too narrowly drawn.

This is the view of Professor William Robson, professor of public administration at the London School of Economics, and chairman of the Greater London group at the LSE, set up in 1958 to look at the problems of London's metropolitan region.

Greater London should be larger in order to finance its functions. New York is in very great difficulties because of its confined area. It is unable to expand, and a great deal of its financial difficulties arose because the middle and upper classes moved out to the

suburbs, and no longer contribute rates to the running of the city. As a result, the city is left with the poor, and one in six is on public assistance.

In London, Professor Robson points out, revenue from the rates has not equaled the needed revenue although the rates have become very high. The situation is not helped by the unfair distribution of the Government's rate support grant to London.

Professor Robson suggests one radical measure in an attempt to help London's finances—making the Greater London Council more accountable by becoming the rating authority instead of the boroughs. "Why should the boroughs be the rating authority and the GLC the precepting authority? The result is that blame falls on the boroughs and enables the GLC to get away with expenses it should be labelled with."

Professor Robson puts down the fire services, traffic management, Thamesmead, arts and refuse disposal as successes and if the latter sounds unimportant, Tokio's problems prove that it is not.

Where the GLC has been less successful, in housing and planning, Professor Robson places much of the blame on the wrong distribution of powers. In some of the major developments, including Covent Garden and St Katherine's

Dock, too many authorities have been involved. "If the GLC had the power, it would be seen as doing more than it is at the moment."

His years as objective watchdog on London, and observer of the real power, have convinced him of the need for a metropolitan authority. "I do not know of any metropolitan city which has managed to get away without a metropolitan authority. Great metropolitan cities must have metropolitan authorities to function properly."

He regards the idea both of abolishing the GLC and replacing it by a government minister and the boroughs as "fantasy". "We already have too much central government, and central government is at its worst dealing with individual cases and problems."

"I think perhaps the GLC is too large for its present functions, but not too large if given its proper functions. There must be a reconsideration of the powers and functions of the GLC. It should become a real regional authority on planning, and it should certainly have direct control of the central area of London."

Professor Robson explains that the nine square miles of the centre contains almost all the famous institutions and landmarks. At present nine authorities have a part of it. It is obvious that a multiplicity of local planning authorities will be incapable of achieving a unified development of the central area.

A leading abolitionist, Alderman Hugh Cubitt, leader of Westminster City Council, believes that Parliament will never allow anybody but itself to exercise strategic direction over the capital. Since that is not possible, the GLC should disappear and have its powers devolved upwards and downwards to the Department of the Environment and the London boroughs.

His assertion that his proposals are not undemocratic sets him against other leading London politicians, both from the boroughs and the GLC, and the chairman of the London Boroughs Association, does not and "will not" accept the alternative of a Minister and the boroughs. "Government cannot be responsive to local communities."

He accepts the need for a metropolitan authority, although there are occasions when the boroughs, and his borough Hackney, feel the GLC is impinging on their sovereignty. Sir Lou blames the Govern-

ment as much as the fact that this is not always effective.

His opposite number, Alderman A. G. J. Sutcliffe, is firm in his view. "We require a strategy. If the LBA (the Greater London Authority) would cease to function, he adds that the GLC cover a larger area, must consider its role possible to enlarge its responsibility."

Mr. Cutler, pushing to the Conservatives about the GLC's functions, the Government Conservative government (it has not yet) as a strategic authority GLC must hope for powers from the Government and in turn devolve the boroughs.

The story of a studied silence with "if only it had been given powers and response" of the Labour majority that the council has worked out the best functions.

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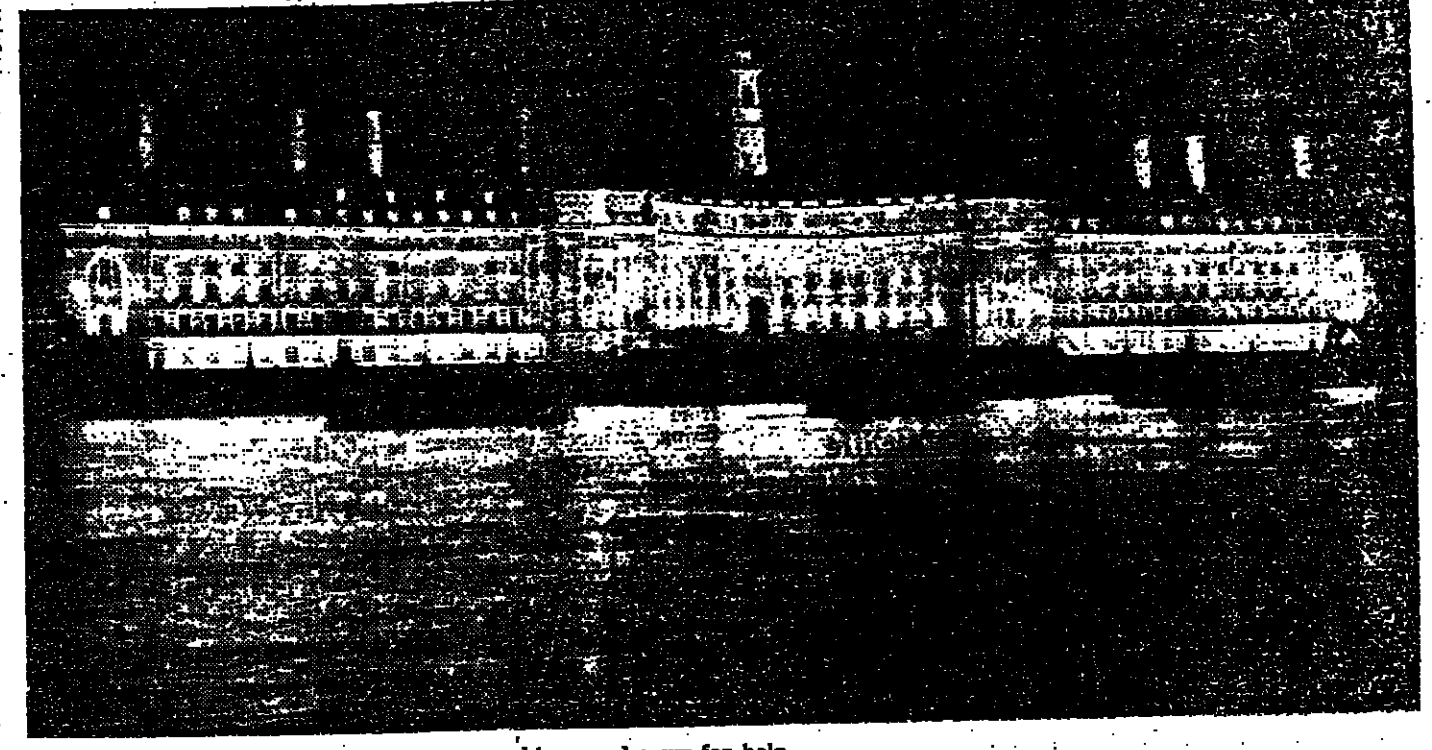
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County Hall under the spotlight: too many problems and a cry for help.

The critical challenge facing Mr. Cyril Smith over the future of the Liberals

If there is one quality that the Liberals need now it is professionalism. In a number of respects they can feel satisfied with their Scarborough assembly last week. The atmosphere was friendly; there was not the quarrel over the leadership that some had expected; the conference was well attended and the party has not succumbed to the neurosis that could so easily have afflicted it after last October. But it was evident in one or two debates, principally the one on the method of electing the leader, how much more impressive the Liberals could be if they made the best use of their talents.

This is precisely what they fail to do. The assembly was badly managed. There seemed no awareness of priorities, no

determination to make an impact on the issues that really matter today. Although their economic spokesman, Mr. John Pardoe, was proclaiming that Britain is facing the worst economic crisis in her history the conference could not find time to debate the question until Saturday morning, and then only the narrow topic of unemployment rather than the broad issue of the economy as a whole. Many of the debates before that had been conducted in apparently sublime innocence of inflation or a budgetary deficit.

If this was just one of those isolated procedural blunders that is always liable to occur at any party conference it would scarcely be worth a mention. But it was symptomatic. The

conference is loosely organized as a general practice, because many Liberals prefer it that way. The party has attracted a good deal of new talent in recent years but there are still many Liberals who have come into politics not because they are hard politicians with serious ambitions, not even because they really expect their party to win office and change society. Their idealism is more evident than their thrust for power.

If they were not giving their time to the party they might be running a local cricket club or charity. They want the party to be congenial in its way and they therefore attach much importance to the democracy of its internal procedures. So too do the Young Liberals for rather different reasons. Yet

there can come a point where democracy becomes the enemy of cohesion. The Liberals have reached that point.

That is what makes the role of Mr. Cyril Smith so fascinating and so difficult. He has just succeeded to the office of Chief Whip, but he is clearly setting out to be more than that. He is aiming to be the party manager in a sense that the Liberals have not experienced within memory. He wants to coordinate the activities first of the parliamentary party and then of the party in the country.

Given the gap in attitudes between the two that will be no easy task. It will not be simple even to achieve effective cooperation within the parliamentary party which has its share of prima donnas. Scar-

borough has for the moment silenced the talk of a leadership crisis. But when the Parliamentary Party met last week to express its confidence in Mr. Thorpe, Mr. Pardoe refused to make the vote unanimous, and a dispute over the leadership could break out in the not distant future.

But most members of the Parliamentary Party are eager that it should be an effective cohesive force. It is in dealing with the party in the country that Mr. Smith is likely to face his greatest difficulties. His impact on the conference was one of the features of Scarborough. But not all his initiatives won general approval. The activists are wary of him. They will resist and seek to resist any heavy exercise of authority.

But there can be no doubt that if the Liberals are to be a more powerful factor in British politics in the future they will have to streamline their operations. They will need a more effective professional organization in the country, more political awareness, and a more executive and a greater emphasis on efficiency in the procedures of the party.

There is always the danger in any political party of authority becoming concentrated in such a few hands that decisions cease to reflect the opinion of the party as a whole. The Liberals are no aware of this danger that they make it hard for anybody to take decisions at all. One of the reasons why they tend to make a mess of the conference agenda

is the deference paid to the opinions expressed by the constituencies well in advance of the event.

Mr. Smith may fail either because the party turns out not to be prepared to accept more coordination and political realism, or because he is not sufficiently sensitive in seeking to provide them. The dividing line between effective management and intolerance can be a narrow one. Mr. Smith is not a man of ideas and he may on occasion be led astray by his sense of political opportunism. But he knows what needs to be done and he is setting about the task with more shrewdness than might appear through that bluff and folksy style.

If he succeeds in bringing the arts of party management

to the Liberals he can do as much to them in a decade as Woolton Tories in the post

Just so long as he reaches for the lead. He would, measured by others, and found was authority as a part would evaporate.

long as he is temptation, which seems to be a play as critical a role in determining the future of the British politics may

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The Times Diary

Large problems for small people

"Ordinary people" perhaps wouldn't look twice now at one small person in the street. But when they see two of us they tend to turn their heads and make comments. It isn't very nice. The twice work from home as dressmakers which solves some of the problems of getting clothes to fit.

"If we can't make it ourselves, Marks and Spencer's eight-year-olds range is often a disaster. And there are lots of lovely styles now in children's size 11 shoes," said the twins.

Marriage between people of restricted growth is not common, but among the delegates, were at least one couple, Charlotte and Bernard Brooks, who met through the association.

The conference organizer was Clifford Fountaine, a normal-sized person whose interest in the subject springs from having a four-year-old son of restricted growth as well as a normal-sized daughter. "Sometimes you think your baby will be born blind or even with a limb missing. But restricted growth is something you just never think of." Judging by the good spirits and determination of the conference delegates, it is not an insuperable handicap.

Day out

Saturday was a uniquely English day. We left London in a heavy drizzle, but by the time we reached Didcot, in Berkshire, the sun was shining warmly. We were among thousands who went to the

engine shed behind Didcot Railway Station for an Open Day of the Great Western Society.

The society, dedicated to the memory of the longest-lived of the old railway companies, has 3,000 members and an impressive collection of old locomotives and rolling stock. Members restore and maintain the engines and carriages in their spare time.

I sat in the Queen Mary—a restored 1932 pullman saloon which used to be in service on the Plymouth boat train—and spoke to Graham Perry, a local government officer who is the society's chairman. He said that this year the society had received about 75,000 visitors at its open days and on Sunday afternoons in the summer. The proceeds from this and from membership fees goes towards buying more engines and carriages used by the old GWR. You can see a whole lot to pick up—an engine—for £1,000. Perry said. "But now it's between £4,000 and £5,000." The society also gets revenue from renting its engines and shops to film companies, for period productions.

We spoke against a background of hissing steam, and occasionally globules of water would spurt through the window of the coach, as passengers along the short stretch of track outside the shed. Drivers have to be properly qualified, and they and the guards sweat in the authentic uniforms of the old company.

It was like playing with trains on a life-size scale, but the society's members are far from being eccentrics suffering from a childhood disease. They are serious and hard-working men, motivated by genuine and quite proper affection for an attractive form of transport, and performing a valuable service in the preservation of part of our industrial past.

We left Didcot in early afternoon and made for Hambleden, to embark on a four-mile walk taken from No Through Road, the book of walks published by the Automobile Association. When we arrived in the pretty Chiltern village it was clear that the faces were determined

to turn our day into an archetypal English idyll, as sometimes seen in glossy advertisements for motor cars or apartments.

The first thing we saw was a group of Morris Dancers performing with enthusiasm in the village square.

The walk revealed some magnificent Chiltern views, the beech woods just beginning to turn bronze. Reaching through Henley, we stopped at an equally idyllic pub (I think Henley has more pubs per square yard than anywhere else in Britain). We sat drinking at the edge of the river, watching the swans, the ducks and the cabin cruisers as the shadows lengthened.

We arrived home in time to watch other people enjoying themselves on television, at the Last Night of the Proms, the least explicable emotional orgy of the year. An uplifting day, and one that we could have enjoyed in no other country. I think the occasional bout of chauvinism is allowable, and may even be necessary.

Hard times

It was, indeed, the kind of day which makes it hard to imagine that things in Britain are tough. But I have it on the authority of a gift company in Cape Town, South Africa, that they are tougher than you or I think. The company advertised this in the South African Sunday Times: "Things aren't easy in England at the moment, although it is new money. The season just flies high, happy smiles abound and for all the tea in China you'd think Britain still ruled the waves."

But you know, that the folks back in

switch on the car, until the winter cold most unbearable. You a mess dish calls for of a celebration. You going to the theatre, a out is a birthday tr days.

And now it's past midday, the kind of the time of plenty, turkey, Christmas pud of presents and all they will have to save to be able to Christmas. The solution, as I guessed, is for South to dry their eyes and be brightened cousins eat gift parcels to make better. And then I said how would you fall a them to time.

Golden eggs

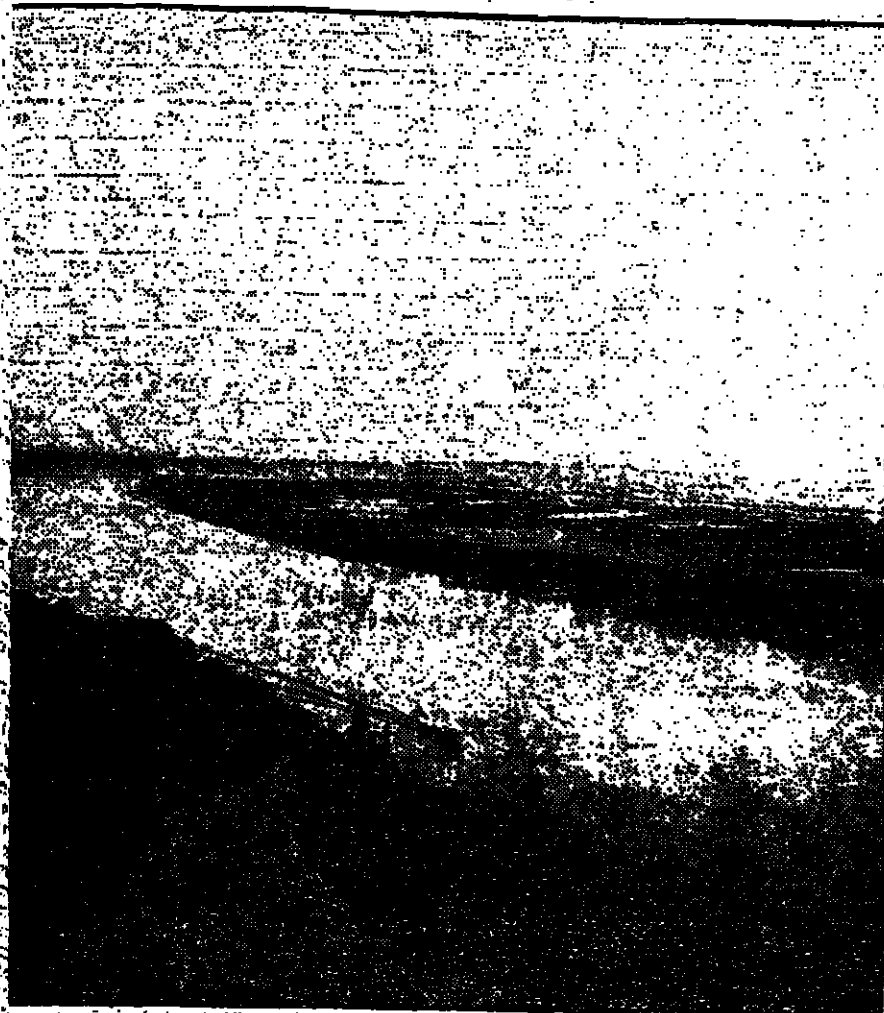
When a brass American tank asked President F. week: "I assume you are something besides the pugs?" the pugs? "The pugs? I assume you are something besides the pugs?"

The reference was to the President's golden rule which had just given him a new puppy (Sons and rers of Liberty?) Bred they represent a lucrative fall for the Fords. The market rate for good one of non-Presidential bit \$200, nearly £100. But sim were sired by a champion and originated in the House, they could fetch more.

British Rail officials are t by the appearance: recent official notices at St Abou Luau, station booking, instancing travellers, wib by Access or Barclay provide their own pens. F slashing cuts in the serv a space of commuter thin. My inquiry on the subject prompted their hasty rep

Anglo-Soviet trade

a Special Report



Three essential ingredients for trade: left, vast areas of land rich in natural resources; centre, all smiles politically as Mr Wilson is met by Mr Kosygin (left); right, part of the business district of Moscow, with office blocks towering over an old "onion-dome" church.

More to improved relations than governments' political preferences

by Richard Davy

It is a good time for Anglo-Soviet trade. British exports to the Soviet Union in the first half of this year are almost double those of the same period last year. The rise was caused by a significant rise in demand for British goods in the Soviet Union, which has been helped by the support of the British government.

Politics play a role on both sides. Mr Wilson is anxious to develop an eastern policy after concentrating so long on Western Europe. Among other things it brings export orders to British firms, and brings him into line with his western allies.

The Russians for their part are always anxious to demonstrate that governments which are friendly towards them reap material rewards and they like to win credit among British unions by showing that East-West trade can help to stave off unemployment.

Yet the improvement in political relations did not start with Mr Wilson's visit to Moscow this year. It was already under way by the time Sir Alec Douglas-Home visited Moscow in 1973, and it would certainly have continued if Mr Heath had remained Prime Minister. He had already been invited to Moscow before he was defeated. Politics has played a greater role than personalities.

There may be improvement as a result of the Helsinki conference which on August 1 approved several resolutions relating to commercial exchanges and business contacts. For instance, the participating states resolved to improve the working conditions of representatives of foreign firms, and to promote the publication and dissemination of economic and commercial information at regular intervals, including statistics, forecasts and organizational charts.

As trade links grow and as Comecon makes greater incursions into the Euro-currency market, the West is likely to press harder for more information about Soviet currency reserves, gold production and long-term development plans.

The future therefore looks reasonable but not golden. Uncertainties about the world economy as a whole and western economies in particular cloud the horizon. Russians' doubts about mortgaging too much of their raw material potential to western exploiters are probably not entirely resolved.

This year will probably end with a substantial Soviet trade deficit with the West, partly because of unexpectedly big grain purchases. The exaggerated expectations of East-West trade which the Russians nurtured a few years ago may have been somewhat scaled down, but there is still plenty of room for a belated expansion in Anglo-Soviet trade if British firms are ready to exploit the opportunities open to them.

Spotlight on the U.S.S.R.

At the recent Moscow talks agreement was reached on the need for more orders for British products from the U.S.S.R.

A credit agreement was concluded which will support the financing of up to £950 million worth of British exports to the Soviet Union over the next 5 years.

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What you don't know can hurt you.

Does the future of trade depend on politics or politics on trade? Obviously there is some connexion, particularly when trading with a state-run economy. That does not mean that when relations are bad the Soviet Government instructs its officials not to give contracts to British firms or that lost contracts can always be blamed on political bias. The effect is normally subtler.

Soviet officials are sensitive to political barometers and probably become less willing to take responsibility for arranging deals with countries which they know to be in bad odour with their leaders, especially when, as often happens, there is otherwise little to choose between two bids.

Even in the West, after all, officials and businessmen are not immune to government attitudes—some of the extra interest which British firms are showing in the Soviet market is certainly the result of encouragement by the Government.

As to whether trade affects politics, history does not show that countries with close trade relations are less likely to go to war. On the other hand in modern conditions it can be assumed that ventures involving long-term cooperation give both sides a vested interest in preserving harmonious relations provided the economic interest of each side is approximately equal.

And if it is approximately equal there is little danger of making political sacrifice for commercial gain. That is also the beginning of an answer to those who fear that trade helps the Soviet Union more than the West and thereby helps to tip the balance of power against us. If the commercial gain is truly balanced the political gains are unlikely to be too unbalanced.

Commercial considerations are, therefore, and should be, the main consideration. Admittedly the Soviet market is not an easy one. The Russians are slow and very rough negotiators and often do not seem to realize the strain that long waits put on smaller firms.

The extra trouble which Soviet trade involves may not seem worth while unless a firm is looking ahead to long-term penetration of Soviet markets, and prospects for this may be difficult to assess in specific areas because the Soviet authorities are still reluctant to provide as much commercial and economic information as western firms expect. Nevertheless, for those who have the patience and the capacity the rewards can be worth waiting for.

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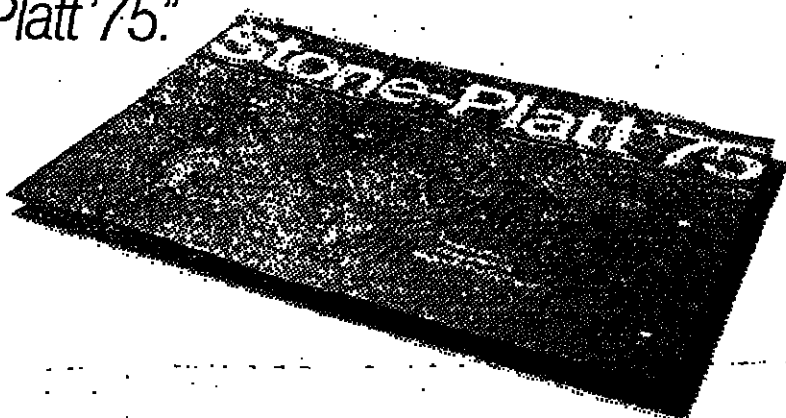
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Focus

Research by Susan Morgan

General

Population 253,300,000; gnp £277.9m (1974 estimate); Exchange rate 11=1.57 roubles (the largest country, covering a sixth of the world's land surface); borders 12 countries; made up of 15 republics, the largest being the Russian Soviet Federated Socialist Republic (RSFSR). Main cities: Moscow (population 7,061,000), Leningrad (3,755,000), Kiev (1,371,000); temperatures range from 20°C to 30°C in summer to -25°C in winter; Moscow time, three hours ahead of Greenwich Mean Time, is used for all rail and air timetables in the Soviet Union.	Soviet capital construction Capacities completed and operational 1971-74 (annual capacities)			
	1974	1973	1972	1971
Power stations (million kW)	10	11	11.5	12.3
Coal mines (million tonnes)	19.4	34	18	17.4
Pig iron (million tonnes)	4	3.7	nil	3.4
Steel (million tonnes)	1.8	3.5	1.6	1.9
Rolling steel (million tonnes)	7	8.9	7	7
Synthetic fertilizers (million tonnes)	163	194	200	179
Chemical fibres (1,000 tonnes)	72	66	43	89
Turbines (1,000 kW)	920	1,120	1,330	1,100
Tractors (1,000 units)	9	27.1	5	6.6
Machine tools (1,000 units)	4.4	3.3	5	2.8
Cement (million tonnes)	5.8	3.7	4.2	2.8
Oil pipelines (1,000 km)	8.2	5.9	6	4.8
Gas pipelines (1,000 km)	8.4	5.9	6	4.8
Capital investments (1,000m roubles)	105.7	98	83.8	87.7

Source: Eastern Europe

Major Russian capital projects: a comparison between the first half of 1974/75

Capital projects—plan fulfilment in percentages	First half 1975	First half 1974
Heavy machinery construction	96	98
Industrial construction	86	85
Building construction	86	85
Agricultural construction	88	99
Transport construction	102	103
Energy and electrification	101	102
Land reclamation and water supplies	100.9	100.4
Assembly and special constructions	106	103

Source: Eastern Europe, printed and published by London Chamber of Commerce and Industry.

Main items of economic results as published by the Soviet Central Statistical Administration.

	First half 1975	First half 1974
Power generation kWh	513,000m	438,000m
Crude oil (tonnes)	240m	244m
Natural gas (cu metres)	141,000m	127,000m
Coal (tonnes)	348m	340m
Raw steel (tonnes)	69.8m	67.3m
Rolling steel (tonnes)	58.7m	54.0m
Steel pipes (tonnes)	7.8m	7.3m
Iron ore (tonnes)	114m	110m
Mineral fertilizers (tonnes)	44.0m	38.0m
Pesticides, insecticides, herbicides (tonnes)	223,000	192,000
Sulphuric acid (tonnes)	9.1m	9.1m
Synthetic resins and plastics (tonnes)	1.4m	1.2m
Chemical fibres and yarns (tonnes)	464,000	436,000
Motor vehicle tyres (units)	25.4m	22.9m
Metal cutting machine tools (units)	111,000	108,000
Forgings and pressing machines (units)	24,700	24,000
Automation instruments, plant and spares (in roubles)	2,100m	1,800m
Computers, data processing equipment and spares (in roubles)	1,300m	943,000m
Trucks and lorries (units)	344,000	330,000
Cars (units)	598,000	540,000
Buses and coaches (units)	38,000	30,000
Tractors (units)	274,000	264,000
Combine harvesters of all types (units)	47,000	41,300
Chemical pulp (tonnes)	3.3m	3.1m
Paper (tonnes)	2.8m	2.5m
Cardboard (tonnes)	1.7m	1.8m
Cement (tonnes)	60m	56.5m
Textiles (sq metres)	4,992m	4,930m
Leather footwear (pairs)	356m	344m
Meat (tonnes)	4.4m	4.1m
Compound fodder (tonnes)	21m	18.3m
Refrigerators (units)	3.3m	3.2m
Refrigerators (units)	2.8m	2.7m
Washing machines (units)	1.6m	1.5m

Source: Eastern Europe, printed and published by the London Chamber of Commerce and Industry.

Main imports from the Soviet Union by commodities in £'000

	1968	1969	1970	1971	1972	1973	1974	7 months ended July 1975
Fish and fish preparations	2,281	1,217	1,764	2,534	1,873	2,448	1,893	1,058
Cereals and cereal preparations	7,179	11,138	8,033	7,624	7,579	—	—	—
Wood, lumber and cork	43,982	43,893	42,814	40,219	38,962	57,403	89,044	17,646
Textile fibres	5,752	5,889	3,732	4,879	8,510	13,985	17,961	8,854
Iron and steel	6,096	4,553	3,484	3,892	5,339	8,283	3,948	3,578
Non-ferrous metal	18,974	25,884	15,860	18,931	18,518	23,081	14,587	4,463
Plywood	6,200	5,933	6,190	5,761	5,282	8,074	10,612	—
Non-metallic mineral manufactures including diamonds	37,817	65,297	105,220	85,899	110,411	167,974	170,018	100,341
Hides, skins and furskins undressed	4,873	8,123	7,170	8,784	6,711	9,958	10,135	3,544
Total all commodities	158,085	197,155	220,054	205,180	227,466	331,382	395,457	181,361

Sources: UK trade and navigation accounts, UK overseas trade accounts, annual statements of the trade of the United Kingdom with Commonwealth and foreign countries. '95 per cent approximately of this category is believed to be diamonds.

Main exports to the Soviet Union by commodities (not including reexports) in £'000

	1968	1969	1970	1971	1972	1973	1974	7 months ended July 1975
Textile fibres, not manufactures	5,918	5,043	7,802	7,536	8,157	5,163	8,030	3,884
Chemical elements and compound	3,307	2,510	5,485	4,173	5,534	6,264	7,240	8,857
Chemical materials and products nes	2,937	2,554	3,224	2,983	1,750	2,129	4,330	5,074
Textile yarns fabrics and made-up articles	10,340	12,080	10,200	8,155	11,108	10,733	16,725	11,488
Non-ferrous metals	6,281	6,021	8,227	2,897	2,375	3,484	150	353
Iron and steel	657	983	1,745	3,810	7,003	8,891	10,878	10,811
Machinery other than electric	51,136	40,136	34,723	29,318	31,602	34,132	21,355	23,513
Electrical machinery	3,077	6,378	7,153	4,689	6,029	6,718	7,138	4,842
Clothing (knitted)	4,737	3,436	4,707	3,853	1,444	1,338	2,023	640
Footwear	4,193	3,868	3,712	4,190	1,279	906	1,517	1,704
Scientific instruments	1,705	3,047	3,501	4,583	4,438	3,229	4,888	5,481
Total all commodities	102,826	96,403	102,132	88,833	90,293	97,387	110,016	113,280

Sources: UK trade and navigation accounts, UK overseas trade accounts, annual statements of the trade of the UK with Commonwealth and foreign countries. '95 per cent approximately of this category is believed to be diamonds.

Selected Soviet industrial production figures

	1974	1973	Original Plan	1971-74 Actual Output	1971-74 Original Plan	+ or -
Power generation 1,000m kWh	975	915	985	3,548	3,538	+10
Crude oil, million tonnes	459	421	481	1,646	1,668.4	-10.4
Natural gas, 1,000 cu metres	281	236	280	974	970	+4
Coal, million tonnes	684	668	670.2	2,648	2,578.1	+71.9
Crude steel, million tonnes	136	131	138.1	514	514.4	-0.4
Rolling steel, million tonnes	109	104	109.8	408.2	407.8	+0.4
Steel pipes, million tonnes	15	14.4	16	56.8	57.5	-0.7
Mineral fertilizers, million tonnes	80.3	72.3	80.2	280.1	278.1	+2.0
Plastics and synthetic resins, million tonnes	2.5	2.3	2.8	8.7	8.8	-0.1
Chemical fibres, 1,000 tonnes	887	830	911	3,139	3,158	-19
Motor tyres, million pieces	47.1	42.3	48.8	184.2	184.5	-0.3
Machine tools, 1,000 pieces	225	211	233	851	861	-10
Chemical plant, million roubles	607	632	717.2	2,336	2,343.6	-7.6
Motor vehicles, 1,000 units	1,846	1,902	1,987.1	5,970	6,188	-218
incl. cars	1,119	917	1,204	3,295	3,422	-127
trucks	686	629	716.5	2,456	2,544	-88

Source: Eastern Europe

East European/U.K. trade figures: 1973-74/75

first seven months				
Country	UK Imports ('000's)			UK Exports
	1973	1974	1975	1975
Albania	32	20	44	11
Bulgaria	4,679	7,453	4,044	6,705
Czech	21,342	33,468	34,801	13,883
W. Germany	14,773	27,189	22,107	6,585
Hungary	8,181	14,427	14,044	14,511
Mongolia	—	—	60	11
Poland	54,144	48,008	68,548	68,434
Romania	17,397	21,656	17,988	18,575
USSR	158,638	217,620	191,351	54,310
Total	278,156	389,856	363,087	188,988

Source: East European Trade Council

Agriculture

The total value of agriculture in 1974 reached 94,000m roubles, 3.7 per cent below the 1973 level when grain production reached a record 222 million tons (30 per cent up on 1972's cereal failure). However, 1975 is also likely to register a shortfall, and the overall plan target of 490,000m roubles may not be reached. Other cereal deficits also occurred in 1967 and 1969.

In 1974 wheat production reached 83,800,000 tons (109,700,000 in 1973); maize reached 12,100,000 (12,400,000); sunflower seed 6,780,000 (7,340,000); sugar beet 76,400,000 (86,800,000); and cotton—representing the only increase over 1973—8,410,000 against 7,566,000. Sugar production was down from 10,700,000 tons to 9,400,000.

There is a serious shortage of vegetables and meat and attempts are being made to improve supplies.

Selected western countries' trade with USSR

Exports to the USSR (\$m)	1971	1972	1973
W. Germany	480.7	712.2	1184.0
France	256.2	341.5	578.0
UK	216.6	227.4	238.0
Italy	294.8	288.4	351.5
Japan	377.7	504.8	487.2
US	182.1	548.7	1190.3
Imports from the USSR (\$m)	1971	1972	1973
W. Germany	367.5	430.3	781.5
France	280.4	295.9	432.8
UK	512.3	611.8	880.4
Italy	287.3	335.0	441.8
Japan	496.1	693.2	1078.2
US	57.3	95.5	215.2

Source: OECD Statistics

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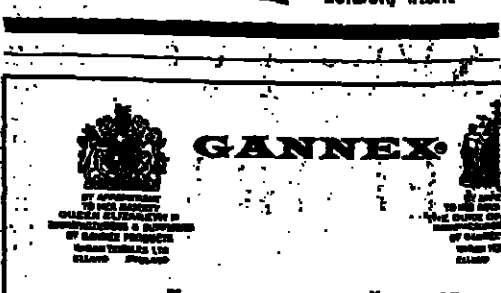
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Heart treatment gives politics the human touch

by Pearce Wright

Heart surgeons successfully treated a Russian baby girl last month at the Brompton Hospital, in Chelsea, which has a centre specializing in cardiac surgery in paediatrics. Arrangements for the care of a Soviet citizen under the British National Health Service are possible because of an agreement between the two countries, adopted in February, on scientific cooperation covering medicine and public health. Citizens from both countries can receive expert attention by the best specialists of the other side.

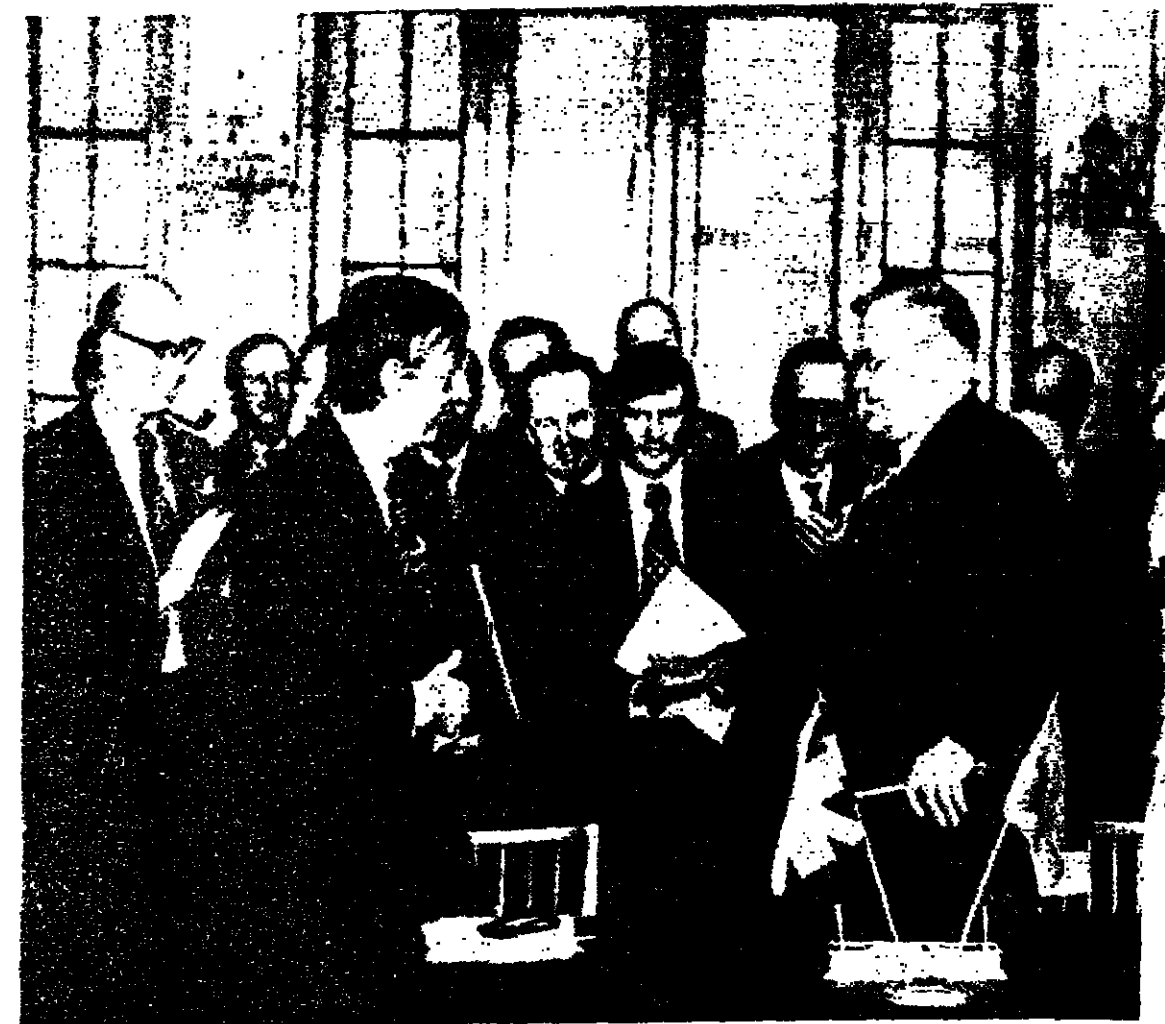
The girl, Irina Chudnovskaya, had a congenital heart condition which had been partly investigated in Leningrad. Details of the case were discussed between her doctors at home and consultants in London and the decision was made to operate at the Brompton. Her visit made her the first patient to benefit from the agreement and added a human touch to the politics of détente.

Yet there is nothing new in technical cooperation between doctors and scientists from the two countries. Much of it is conducted on a rather more private basis which experts tend to evolve through professional contact, initially with each other's work in the technical publications and then international conferences.

Links of that type were all established long before more formal plans for cooperation in science and technology became enshrined in a political agreement in 1968. Activities on the official level tend to vary with changes of government in Britain. Complaints from the Soviet Union about lack of willingness to collaborate tend to come during Conservative governments rather than when Labour is in office.

The first agreement was strengthened four years later with the formation of a permanent inter-governmental commission for cooperation in applied science, technology, trade and economic relations. It was that formidable sounding group that was revitalized by the joint understanding reached this year.

Work by the commission had lapsed gradually. But the working groups set up to examine specific issues such as industrial pollution, patents, standards, scientific instrument development, medical equipment, information technology and machine tool design still form the basic list of the corporation programmes. Cooperation on energy conservation, and



Signing the protocol at the fourth session earlier this year of the Soviet-British governmental Commission on Scientific, Technical, Trade and Economic Cooperation.

public health are the main new ones.

Although many of the working groups made little progress over the years, contact between senior scientists was sustained by the Royal Society and the Soviet Academy of Sciences. Relations between those bodies are long standing.

A tendency exists perhaps to under-estimate the advances of Soviet science because the most overt item of Soviet technology, the manned space programme, does not carry quite the same glamour as its American counterpart. The Soviet spacecraft and equipment has a more functional appearance than some of the devices made in the United States. The results, however, are no less impressive.

Moreover, important research and development into fusion power in Britain and elsewhere has been influenced by the Soviet invention of the tokamak machine. A close association has been

formed between the Culham laboratory of the United Kingdom Atomic Energy Authority and its counterpart in the Soviet Union. Regular exchanges of scientists have taken place and teams from Britain have shown Soviet colleagues how to use a very clever laser system for measuring the conditions at 10 million degrees Centigrade in a tokamak reactor.

Technical cooperation is not always a matter of direct exchange with a laboratory in the Soviet Union or Britain. The beginnings of some of the most fruitful activities are formed at international research centres, the most famous being the European Centre for Nuclear Research, CERN, near Geneva.

The research centre at Geneva provides a very large accelerator for studying fundamental particles. Laboratories in Britain, the Soviet Union and other European countries have smaller particle accelerators on which

experiments are often prepared for later work on the apparatus at Geneva. The preparatory work provides an opportunity for scientists of the two countries to join in planning a project and sharing resources.

In the Soviet Union the initial work can be done at the Institute of High Energy Physics at Serpukhov, where groups from Britain and other countries meet to make preliminary investigations. Occasionally groups of Soviet high energy physicists visit comparable centres in Britain for joint studies.

Whereas the design and development of large and complicated accelerators have presented few apparent difficulties, the Soviet Union still lags behind the West in creating a modern industry, like large-scale computer manufacturing.

Powerful scientific computers have been built for defence, but transferring the knowledge for building these units to the mass production

of computers for the office or for proved difficult.

Hence one of valuable exchange the two countries technology transfer.

The Soviet Union not caught up with miniature electronic units which go to the computer. On the one hand, it seems to have a good mathematical perhaps any other. The mathematicians employed in ways for control trial process planning mathematics for economic fare the like. Computers have supplied in which the Soviet put their force planning method

the author is Editor, The Times

Greater East-West exchange of trade unionists

by Paul Routledge

Apart from those professionally or personally obliged to, who in Britain now remembers Mr Alexander Sholepin, the former head of the KGB who led a Soviet trade union delegation to this country recently? The demonstrations are forgotten, the press is largely silent, but the April agreement between the TUC and its Soviet equivalent, the All-Union Central Council of Trade Unions, is still there, and functioning.

The two labour movements, though dissimilar in origin and playing different social and industrial roles, finally healed the breach created by the events in Czechoslovakia in 1968 and pledged themselves to greater cooperation. The most tangible result has been an increase in the number of British trade unionists visiting the Soviet Union since the accord was reached, and more Soviet trade unionists have visited Britain.

Most of the visits have been between individual

trade unions, rather than the national centres. A delegation from the National Union of Mineworkers which has traditional long links with Soviet miners, has been to Russia, and a team from the Soviet Union of Government Employees came to Britain as guests of the National and Local Government Officers' Association, visiting Milton Keynes, Birmingham, Manchester and Glasgow.

Fittingly in International Women's Year, the most senior delegation from Britain to visit the Soviet Union was composed of five members of the TUC's women's advisory committee, headed by Mrs Marie Patterson, women's officer of the Transport and General Workers' Union, and chairman of the Trades Union Congress at the time. The other representatives were Miss Audrey Prime of Nalco who, like Mrs Patterson, is a senior member of the TUC general council; Mrs Audrey Hunt of the Association of Scientific, Technical and Man-

erial Staffs; Mrs Ann Davis of the Amalgamated Union of Engineering Workers, and Mrs Pat Turner, women's officer of the General and Municipal Workers' Union.

The party, accompanied by Miss Jennie Stoker of the TUC international department held talks with senior officials of AUGCTU, who were the hosts, concentrating on women as trade union leaders and the difficulties of women at work. They visited the Sekonda watch factory in Moscow, and a sweets and chocolate factory in Leningrad. In the capital, they also met the committee of Soviet women, and in Leningrad the regional counterpart of the TUC. There were also visits to a maternity home, and to see the facilities for women at the factories.

As might be expected, the issue of women at work was the chief topic of conversation. The TUC delegation found that while women workers were well provided for in the way of factory crèches, health facilities, maternity leave and sick pay when their children were ill, there were some remarkable similarities in the kind of difficulties still faced by women in the two vastly differing societies.

The tendency was for women to be concentrated in specific industries and professions such as textiles, food, medicine and teaching. The top jobs in both factories visited were held by men, and the British women came away with the strong suspicion that the Russian male is as schizophrenic about women's lib as his British counterpart. The overall ideological content of the discussions was low, though the Russian women liked to blow an occasional trumpet about the communist world's international women's conference being held in East Berlin and exhibited great pride in the facilities for women provided at factories.

Presumably that attitude was studiously cultivated, because the ruling theory in the Soviet labour movement has shifted these days, away from the cruder forms of international solidarity such as money to help finance strikes, towards the all-important "social influence" that the Soviet Union wants to exert on the collective thinking of workers in the West.

The emphasis on "moral

and political solidarity" that the Soviet Union is bent on maintaining with the British labour movement is clearly a form of active cooperation that is several steps ahead of the essentially defensive policy of détente being pursued by the Kremlin in its relations with western governments. Obviously, the style will differ according to the composition of the particular delegation on Soviet soil. It is much easier for them to talk with the miners than with less politically conscious groups of workers.

The process of greater collaboration does not stop at exchanges. The TUC has already agreed to take part in a second all-European conference encompassing unions from both western and communist countries next year, and the cautious agenda of the 1975 gathering is almost certain to be extended into more serious, and more contentious, areas. Mr Jack Jones, the most astute politician on the TUC general council who is chairman of the TUC international committee has already stated our trade union education and training, and worker participation in management as possible fields for East-West debate.

The impact of these grow-

ing contacts between labour movements necessarily be slow itself felt. Before ture from office, I said the unions it Union did not war their system on be a variation of sian saying: "We ours; what's you liable."

The author is Editor, The Times

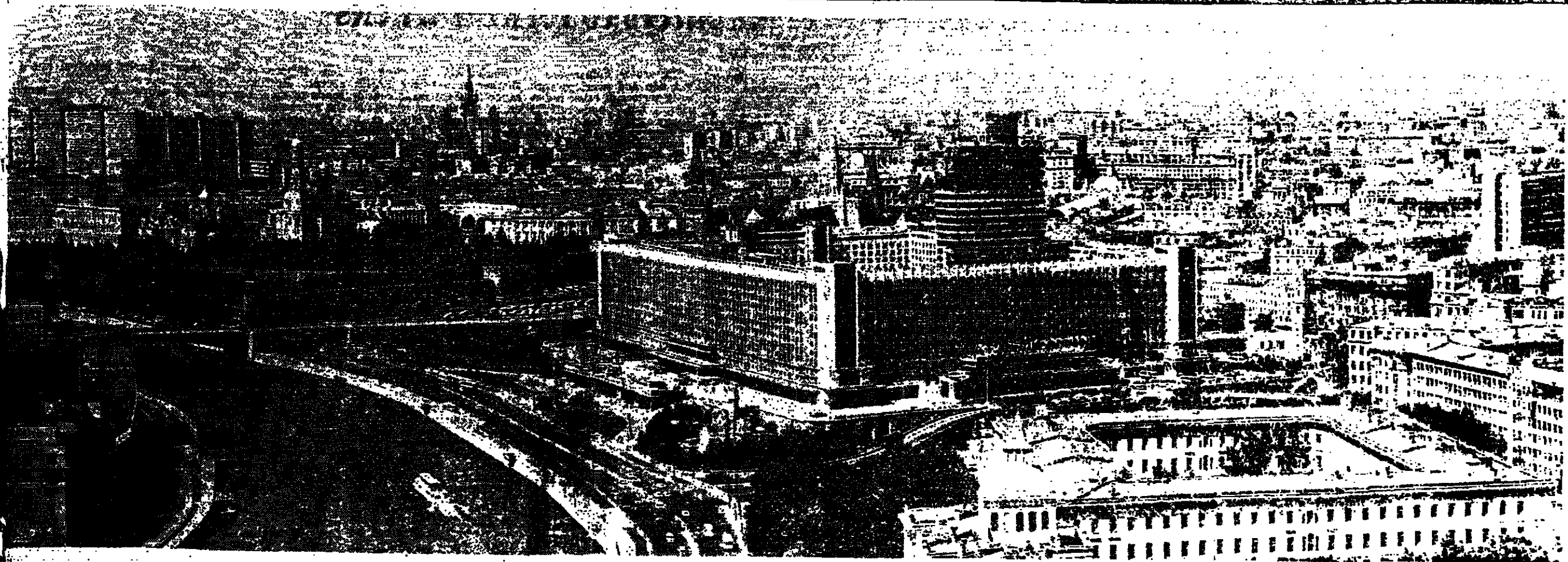


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View of the Kremlin, Moskvoetski Bridge and hotel Rossia. Once there was considerable contrast between hotels; now tourism has completely changed the image of Moscow.

Unforgettable hospitality and friendship—a businessman remembers

by Gordon S. Planner

Businessmen — myself among them—who made their first visit to Moscow in the 1950s it was difficult to imagine what we should find there. What sort of reception should we receive—and how should we manage in a country whose language most of us could not understand? Moscow, like many cities of the world, has undergone dramatic changes since the war, but perhaps the changes in Moscow and its perimeter are more striking than elsewhere because of the tremendous devastation caused by enemy action and the immediate need to house the city's huge population as quickly as possible and to modernize Soviet industries. One arrives today at a modern airport terminal bustling with tourists from

all over the world, an airport which is permanently busy, and which bears little resemblance to the small stone building which I remember on my first visit. On the long drive to the centre of town from the airport one once passed many old wooden houses. These dwellings were picturesque and looked attractive, warm and cosy. It is a sad loss that so many have disappeared, though one can appreciate the reasons. I do hope that the Soviet authorities will retain a few examples of this architecture, particularly as 1975 is Heritage Year, as these wooden houses are part of their history. I recall few cars, but thousands of lorries, which seemed to be everywhere. My most immediate impression at that time was the sheer width of the streets and the size

of the principal buildings and the impressions of Red Square which no television camera nor tourist photograph can convey. I am certain that one thing all the businessmen will remember from those early days: the friendly greeting we received from the Ministry of Foreign Trade and other officials we met during our first visit. There was a certain amount of reserve which is customary for people meeting foreigners for the first time and conducting business in a language not their own, a feeling obviously shared by both sides. But I remember the evident pleasure the Russians felt in doing business with us. It is always interesting to attend the dinners held by the Muscovite Society, founded by Mr J. B. Scott, at which many of the business

men who visited Moscow in the early days are present. At these functions one can listen to reminiscences of the people—like Mr Scott—who pioneered business with the Soviet Union. Many are still active, and have built up many friendships over the years. Among my own memories is included the strange sight of people walking along the streets of Moscow—in the winter—eating ice cream. I was fascinated by the speed at which the snow was cleared from the streets overnight. The principal hotels used by businessmen then were the National, the Metropole and the Ukraina. The contrast between them was considerable: one could have a large room in the Metropole or the National, furnished with antiques, large chandeliers and bed frequently

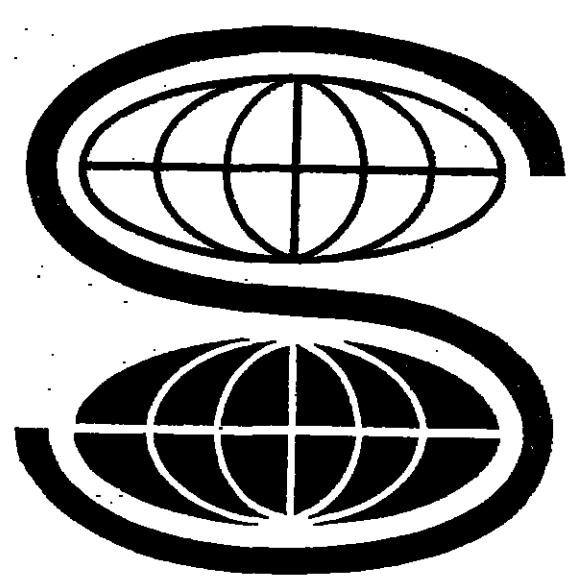
draped by heavy velvet curtains. The Ukraina, on the other hand, although an impressive building, was soulless in comparison, with rather spartan furniture. Today, the enormous hotels, such as the Rossia (with its 6,000 bedrooms), and the Hotel Intourist cater for the many hundreds of thousands of tourists who visit Moscow each year. In effect it is tourism which has completely changed its image. In conducting business, most of the officials with whom one made contact had had little or no previous experience of overseas trade, and they relied on our honesty and integrity in selling to them products which they had never seen before. They had to depend on what they had seen at an exhibition or in literature. Today the story is different.

While in many cases the same people are presiding in the offices we visited, the past 20 years have taught them a lot. They are frequently able to assess the competitive features of various types of machinery, pricing structure, and analyse carefully the equipment they purchase to see that it is of the highest standard and the latest model. They are excellent and tough negotiators. But once a contract has been signed, there are few businessmen who could say that the Russians have not honoured their obligations. The signing of a contract in the early days, and even today to some extent, was often celebrated with challenges to drink the Soviet Union dry of vodka and still remain on one's feet—or surprisingly, few of us managed to.

In 1964, under the leadership of Lord Errol of Hale, the London Chamber of Commerce sent a group of businessmen to Moscow and from there we travelled to various cities. None of us could forget the hospitality and friendship we were shown, the most lavish entertainment and the ease with which considerable facilities were arranged—frequently at short notice—for our large group, something which could certainly not be achieved in many capitals of the world. During that visit we were shown factories which even then impressed us with their size, but a similar tour today would show an entirely different scene. Some of those areas are now filled with modern factory complexes, tall apartment blocks, wide roads, and schools. I

remember well an argument I had with the mayor of Kiev that he should not pull down an old fire station, which was a beautiful and historic building, but he explained that it was old-fashioned and had to be replaced by a modern one. I hope that the architects and planners will be able to leave untouched some of old Russia where the ordinary people still live, apart from the big palaces and museums. Food in the early days was always a problem. If you were an official guest, there was no difficulty—everything was beautifully arranged with as much food as you could eat. There were problems, however, when you were on your own and you entered a hotel restaurant. One had to wait a long time and, frequently, because of the system, one

was served with the soup before the main course. Dishes sometimes never arrived at all. Lantier was a big problem and it was difficult for us to convey to the waiter exactly what we wanted. It was hard to visualize at that time that those impressive roads in Moscow could ever be filled with traffic; but today, sadly, in common with most motor cities, traffic jams are becoming an ever-increasing problem. In spite of this, one can still spend the entire day in Moscow and yet not see one petrol filling station or repair garage. Mr Planner is general manager, Eastern Export Operations, Rank Xerox, chairman of the British-Soviet Chamber of Commerce and a member of the committee of the East European Trade Council.



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The lure of the east—from computers to forklift trucks

by David Young

Would-be exporters, worried about the opportunities being closed to them in the West by the effects of recession, could do worse than follow the advice of several government ministers and look towards the vast Soviet market.

On several occasions Britain has appeared to be on the verge of achieving a major breakthrough in this market which compensates for its apparent limitations and complexity by being free from the general pattern of instability. Now there are signs that real inroads are being made by British companies.

The Soviet system of state involvement in commercial life has created an unparalleled opportunity for increasing sales of computers and related technology in Russia. International Computers Ltd (ICL) has been notably successful, but now that the market is gradually opening up, competition is becoming more intense, although ICL and Britain are at distinct advantage because of ICL's representation in Moscow.

Few international corporations can match Gosplan, the state agency which calculates supply and demand for products from supersonic aircraft to saucers on a long-term basis, as an institution whose activities are ideally suited to the use of computers.

The fact that the Comecon Riad computer, which has been jointly developed by the East European countries, is

regarded as being two generations behind Western equipment, is expected by many in the industry to result in the Soviet Union buying in technology, rather than in spending huge sums to close the gap. The Macintosh Consultancy report into prospects for sales of computers and high-technology goods in Russia was pessimistic about the prospects of ICL winning any big new orders, but points out that there is still scope for exploitation of the smaller computer installation market.

It is considered that components, and in particular integrated circuits, will be highly marketable in the Soviet Union. There are also good prospects for data processing equipment, but the Riad project's eventual completion will signal the real opening of this market, possibly before 1980.

An area where immediate expansion is expected, however, and which British companies will be able to move into, is the office equipment market, although in this case the Russians will probably prefer to negotiate licensing agreements rather than buy in equipment, using compensation agreements to pay for their purchases.

In contrast, there is a high level of self-sufficiency in industrial controls, in line with the extensive developments in the heavy engineering and chemical industries which have taken place in recent years. Measuring instruments are a different

story: high technology medical equipment is also in great demand, and these are two areas which the Russians feel Britain could supply.

The Russian telecommunications industry is capable of producing well-developed traditional equipment, and few direct export opportunities appear to exist there; but there are undoubted opportunities for licensing agreements. The communications industry, taking in navigation aids and radar, is also highly developed.

The question of embargoes is an important one and British companies are at an advantage over North American competitors in the Russian market as the Government's attitude is more lenient than Washington's. The experience of one Russian state corporation, involving a big contract placed in the United States for an item of no strategic importance, has resulted in several Russian officials voicing the opinion that no more orders of this type may go to the United States.

Britain is still bound by the Nato strategic list, but détente is causing it to be reduced and new sales opportunities are arising, although in many cases Russia's refusal to allow technical supervision of equipment installation and operation is preventing several companies from adopting a more aggressive marketing policy in Russia. The complexity and toughness of Russian guarantee demands, many fear, make it too risky to sell highly

advanced and delicate equipment with no say in its transport and installation.

The opportunities that exist in the Soviet motor industry are clearly visible in the shape of the new Russian Ladas which are now seen on Britain's motorways and high streets, their sale in Britain and Europe earning hard currency for Russia to spend on essential raw materials and high technology goods.

On the face of it Fiat seems to have pulled off the major coup in this field by winning the contract to build and bring into production the vast car plant at Togliatti where the Lada is built using Fiat designs and tooling. However, the fact that the Lada has turned on Fiat and is being sold in competition with broadly similar Fiat models at considerably lower prices has reduced the attraction of this deal and ensured that no other manufacturer will enter into such an agreement without certain assurances.

British companies have adopted a different, but no less profitable, approach and are selling the Russians equipment which is being used to produce components for the car and commercial vehicle-hungry Russian domestic market.

Among them is Smiths Industries which has won an order worth £3m for the supply of material, specialised machinery and associated technical assistance to equip two spark plug factories. Smiths also

supplied the equipment for the first Russian spark plug plant at Engels, 500 miles south-east of Moscow, in 1969. The latest contract involves an extension at Engels and a new plant at Ufa, 1,100 miles from the capital in the south Ural.

The contracts were negotiated by Mr S. L. Gortov, chairman of Smiths spark plug division and he is quite certain that the reasons the contracts were placed with his company were the consistent quality of the equipment sold and the ability to meet delivery dates, two factors absolutely vital in dealing with Russian corporations.

Simon-Carves of Stockport, is supplying £25m worth of machinery for the Kama River Truck Tyre Plant. Mr John Burgess, a director of the firm, secured the order after four weeks of negotiations in Moscow and in the face of intensive overseas competition.

The order typifies the type of big contract that can be won by British companies in Russia. It involves a computer-controlled automated mill-room, other equipment including a carbon black silo and distribution system, an automated warehouse and storage and handling systems. During the past 15 years Simon-Carves has won five important contracts from the Soviet rubber industry, a clear demonstration that the Russians are prepared to go back time and again to the same firm if they are satisfied with the service they receive.

The motor industry is a vast one and overlaps with many sectors of other industries, but opportunities clearly exist for export-oriented companies. Savley Machine Tools spent four years negotiating in Moscow and was rewarded with a contract worth £14m to supply three automatic lines to the Likhachev car plant. It was the largest Russian order ever won by the British machine tool industry and involved the supply of 200 pieces of equipment for producing cylinder liners as well as the associated loading and unloading equipment.

A big beneficiary of this boom in the Russian industry has been Lucas Industries, which has successfully negotiated several major contracts. Lucas Electrical has supplied a Moscow factory with the equipment to manufacture ignition coils. Girling has licensed the AZLK plant to produce disc brakes for Moskvich cars, and in the Russian speciality car sector Girling supplies braking systems for the Zil 114 and 117 presidential cars and for the Gaz model 14 ministerial cars. In addition, Zil are testing Lucas petrol injecting equipment and Girling has provided an automated brake shoe plant for the Kama River Truck Factory.

Lucas says it is not satisfied with these initial achievements and is now investigating the winning of new business in Russia for its industrial equipment, marine and services divisions and Lucas Aerospace.

Mechanical handling is another area where British exporters have made considerable inroads and where undoubted opportunities exist. York Trailers, of Northallerton, is supplying £2.6m-worth of freight containers and Clark Equipment has won an order for £3m-worth of container carriers for dockside work. Another firm which has been successful in this field is Henry Forklift of Pontefract, which in the past 18 months has sold 750,000-worth of forklift trucks for use in Russian car factories.

The list of companies which have won orders in these fields is growing steadily and with the Russian motor industry still in its infancy opportunities would appear to be unlimited. The supply of items, garage and service equipment and road safety equipment for instance, generated by the motor car will be in demand and the British accessory manufacturers have already investigated the growing number of opportunities. Here compensation agreements will probably be the order of the day, with British companies buying back goods which in turn can be re-exported.

Licensing agreements are also expected to be sought by the Russians with the Foreign Trade Corporation, V/O Litsensintorg, carrying out negotiations. It is worth remembering that in deals involving a compensation agreement it may be possible to acquire a Russian produc-

tion licence rather than accept Russian goods to meet the terms of the agreement.

Compensation agreements are a feature of trading with the Soviet Union, and although many companies are put off selling in Russia because of this barrier system others have found that they can usefully be used to overcome production bottlenecks by buying in semi-finished items from Russia, as well as being a profitable way of spreading costs.

An example of a successful business deal involving a compensation agreement is that recently concluded by toy-makers Dunbee, Combex-Mark. The deal, estimated to be worth £2.5m to DCM, has given them an exclusive foothold in the £600m-a-year Russian toy market. The agreement involves DCM taking Russian-made DCM-designed toys in part payment, and with DCM's British factories working to cope with domestic demand these toys will be used to win valuable further export orders.

This aspect of the compensation agreement system highlights an area where it is expected big opportunities will become apparent: cooperation in third markets. Russia has the facilities to produce industrial plant and it may be discovered that in some third markets a bid from a British principal may be regarded favourably while in others an approach from

a Soviet principal would be more acceptable. scope for joint work with Soviet co-partners is particularly now. Opportunities exist for joint work with Soviet co-partners in a number of areas. In return Pergamon rights to reprint a technical journal addition will be Russian scientific journals a year.

Joint development aircraft industry development of power are likely to be several very contracts and as the pipeline. Mu on a decision exp made by the R aviation authority and if wide-b should be intro the distinct pos the power units w Rover designed. Rolls-Royce's kn the industrial ap jet engines is interest in Russi possibility of val contracts to f

However, there rumies for sum ments and many ably ND Enghl Surbiton, and Bel Welder and M Birmingham, hav ing in the Soviet successfully for



Lucas salutes the new era in Anglo-Soviet trade

The recent trade agreements between Britain and the USSR herald a new period of commercial, industrial and technological co-operation.

For Lucas, however, the 'new era' began over five years ago with the signing of a contract between Lucas Electrical and Avtopromimport for the provision and installation of a complete facility for the manufacture of automotive ignition coils.

Between then and now, much progress has been made.

In the same year, a Girling brake systems licence was signed with Licensintorg. In March 1971 the coil plant machinery was installed in Moscow and a team of women employees was sent out to provide on the job training in its operation.

A year later, Girling signed a contract with Avtopromimport for the provision and installation of a brake shoe manufacturing plant; the first machinery was delivered in January 1975. And in April of this year Lucas Aerospace signed a Protocol Agreement with the State Committee for Science and Technology, for collaboration on civil aircraft systems.

From these beginnings, a strong industrial relationship is being forged. Whether the demand is for finished goods, for a complete production line package—designed, manufactured and installed, for partnerships or licences, Lucas is ready to co-operate at every level with all the formidable technological expertise at its disposal. Lucas advanced technology is at the service of the nations of the world.

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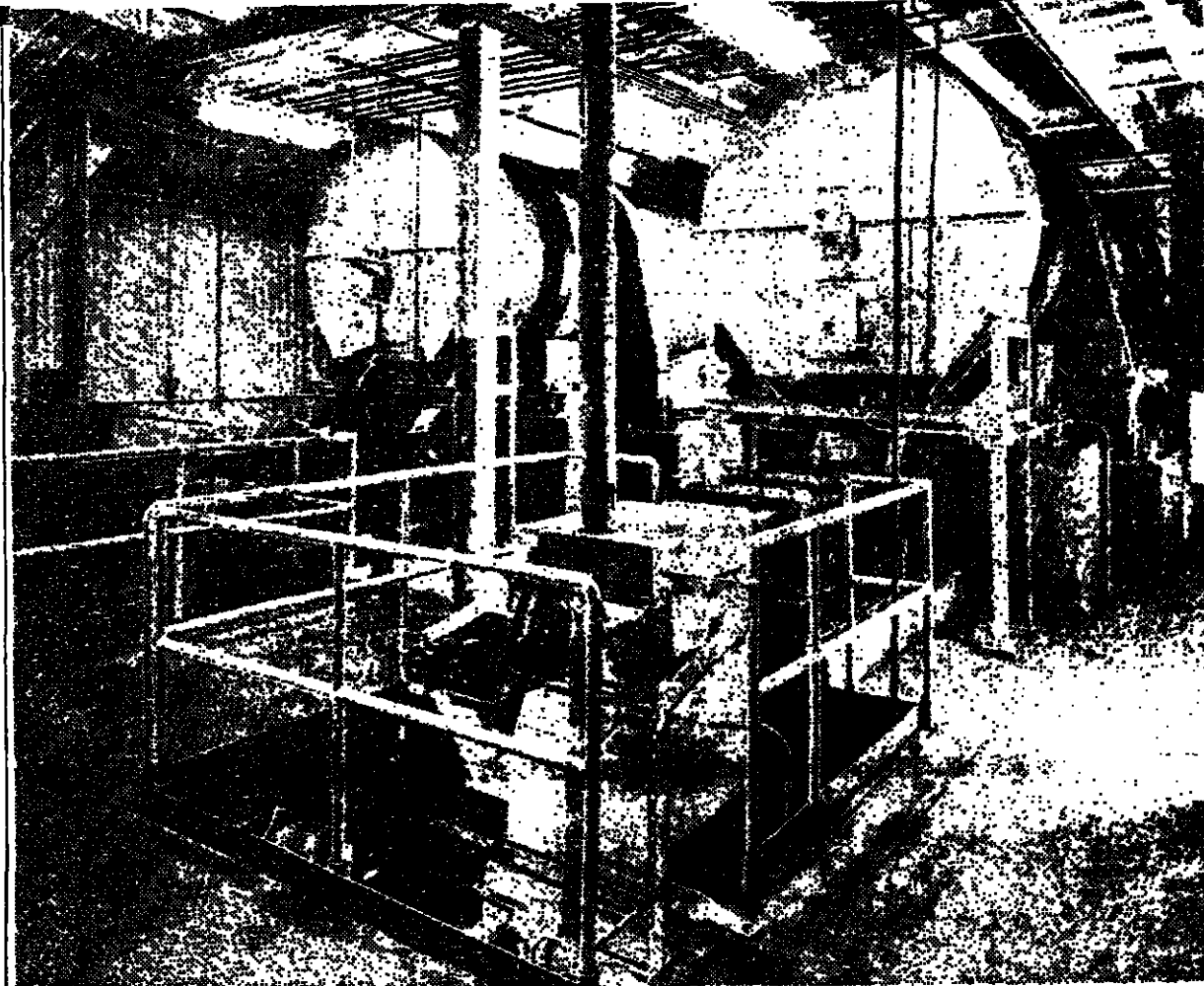
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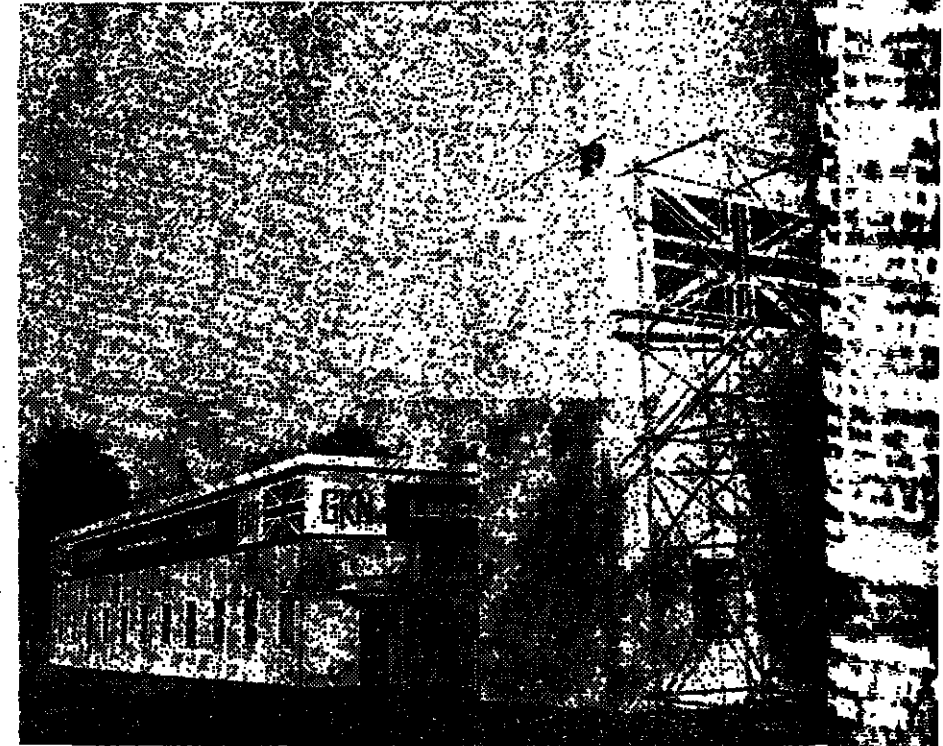


Mr Max Findon, head of the tractor division of Satra Motors, which imports Moskvich cars and is part of the corporation which distributes Soviet industrial products.

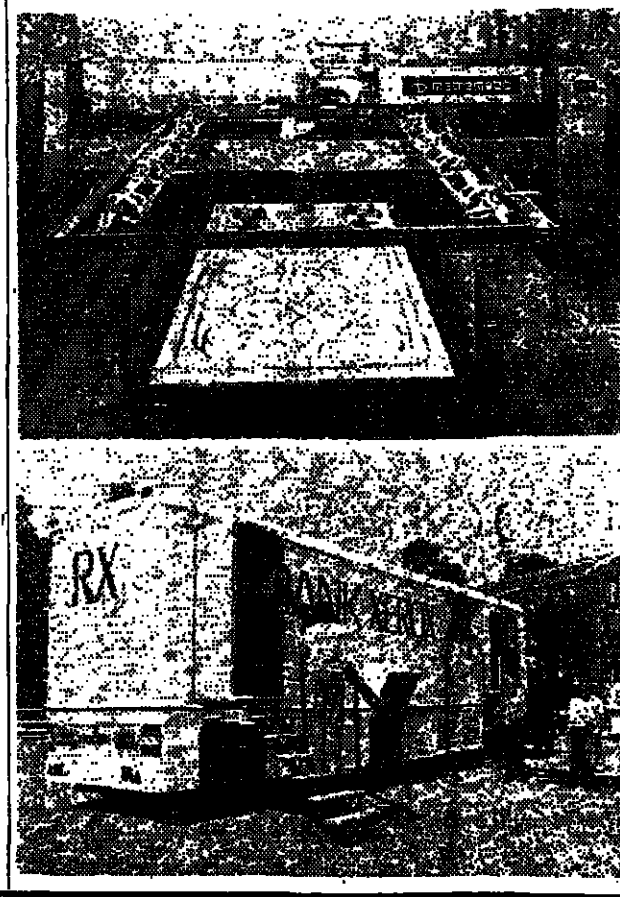


Phoenix Timber has won an initial £123,000 Soviet order for stress-gr machinery, such as that shown above their Essex plant.

Left: Russia is a good market for Dunford Engineering's plant for decontaminating aluminium and b filings before re-smelting.



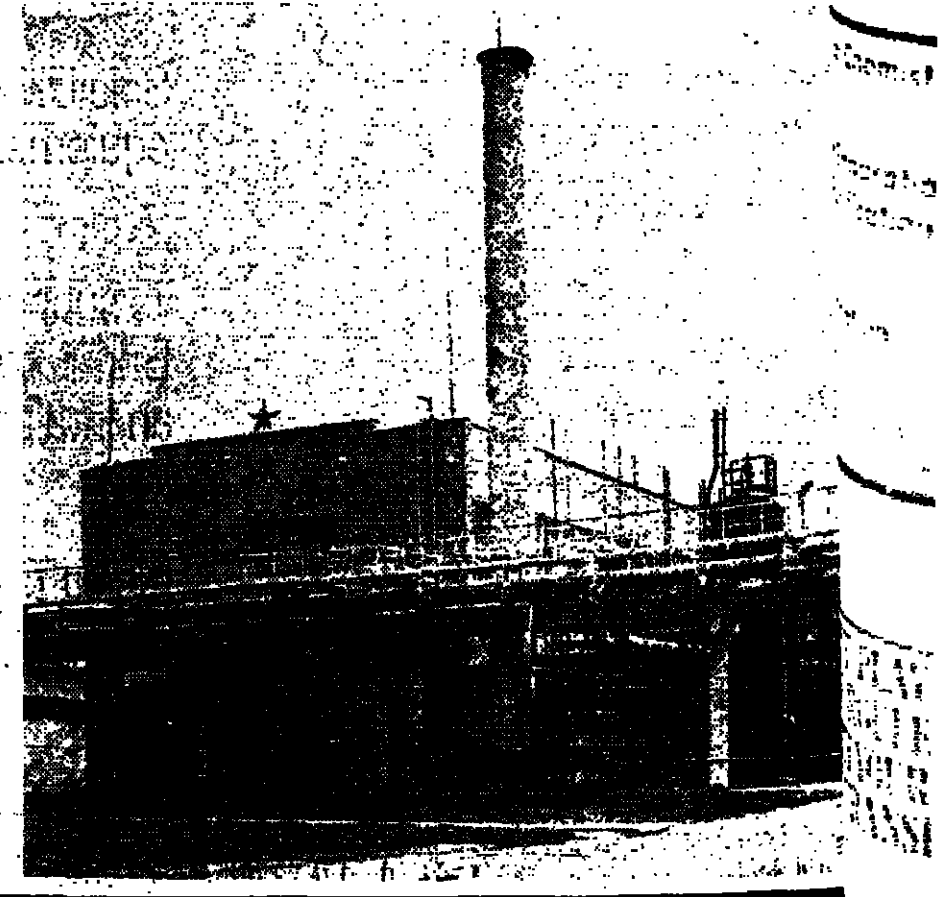
A £50,000 working garage, set up by Guest, Keen and folds for a Moscow exhibition, diagnosed and rectified on a stream of cars.



Left: the mattress-making machinery of Giltspur Precision Industries sells well in the Comecon countries. Russia has bought 193 of their quilting machines.

Below left: the Rank Xerox mobile showroom which will travel 100,000 miles through East Europe and Asia to exhibit the company's latest products.

Right: one of four Soviet polythene plants based on an ICI process and engineered by Sim-Chem of Stockport, under a £19m contract.



Planners look to Siberia as land of opportunity

by Edmund Stevens

As Horace Greeley advised in America a century ago, "Go west, young man", Soviet planners today look on their far east as the land of opportunity, and plan accordingly. Their masterstroke to its vast treasure will be a new main-line railway, known as Bam, acronym for Baikal-Amur.

Starting from the junction of Taishet, on the existing trans-Siberian, it will loop round the northern tip of Lake Baikal and extend 3,145km to Komsomolsk on Amur, from where a present spur extends to Sovetskaya Gavan on the far eastern sea-coast.

Top priority has been assigned to the "project of the century" by Gosplan, the state planning commission. Construction began in the summer of 1974, when a workforce of 100,000, including many volunteers from the Komsomol, was assigned to the job. By 1978 the force will be about 250,000, with the project scheduled for completion in 1982.

The tasks involved in the project are great, and include about 3,600 bridges, and five large tunnels, one more than 15km long, through the bedrock of mountain ranges. The prevailing permafrost presents special difficulties. Conventional foundations are impossible. The bridges, for example, will rest on massive concrete piles wedged deep into the frozen subsoil. In winter subarctic cold creates serious difficulties for both men and machines.

Affords access to coal deposits

Construction of the line proceeds from both its western and eastern terminals and from a midpoint, through which another railway will cut, stretching north from the old trans-Siberian to Berkait, from where it will eventually be extended to Yakutsk and Nizhny. That will afford convenient access to deposits of high-grade coal near Berkait, with estimated reserves of more than 40,000 million tons.

An open-cast mine is being developed with the aid of Japanese finance and equipment, in return for which Japan will receive five million of the annual output of 12 million tons expected between 1983 and 1990. Bam will also facilitate exploitation of rich copper deposits. In the near future the largest source of Soviet oil will be the Tyumen field in western Siberia, with a projected output of 300 million tons by 1980. A pipeline is being

This linear compensator in Irkutsk Oblast keeps the current on the 1,500km-long high tension line at the needed level to bring it from the Bratsk hydropower station to consumers in eastern Siberia.

built from Tyumen to Taishet at the western end of Bam, from where tank cars will transport the oil either to refineries serving the Far East or to ports for overseas export.

Bam will cross forest lands with timber resources of more than 500 million cubic metres, including some of the finest varieties. Four large timber complexes are planned near the line in Khabarovsk province. They will run on power supplied by hydroelectric stations in the same area. As Bam will be fully electrified, power station construction is scheduled to keep pace with progress on the line.

One hydroelectric station, with a 1,290 megawatt capacity, is under construction on the Zeya river and is scheduled for completion in 1977. More powerful stations will make use of five other rivers. Eventually, possibly by 1980, they will all be part of a far eastern grid from which the current will be channelled both to Bam and the new industrial complexes. A thermal station is planned near the coalfields. Eventually, the same grid will service a giant iron and steel complex in the area of Aldan, where iron ore reserves are reckoned at 40,000 to 50,000 million tons.

To reduce the freight loads on the present over-worked transport system, complexes for processing building materials are being set up along the Bam route. Fortunately there is a natural abundance of sand, rock, gravel and clay for making bricks. Large asbestos deposits have been discovered near the main line east of Lake Baikal, and in the same vicinity there are indications of nickel, molybdenum, tungsten and mercury. North of Lake Aldan, where iron ore reserves are reckoned at 40,000 to 50,000 million tons.

An essential aspect of the overall far eastern development plans is the colonization of areas which are uninhabited except for a few hunters and trappers. People will eventually be needed as manpower for the new industrial centres, meanwhile settlements with populations of from 500 to 12,000 are to be established along the line. It is hoped that many of the Bam workers will choose to settle in Siberia. Tents are being replaced as far as possible with mass produced "container houses" connected to central heating and water supply. To reduce dependence on food from outside sources, state farms are to be organized. Greenhouses will be built for fruit and vegetable growing, and livestock and poultry will be raised, although providing food for them is expected to be difficult.

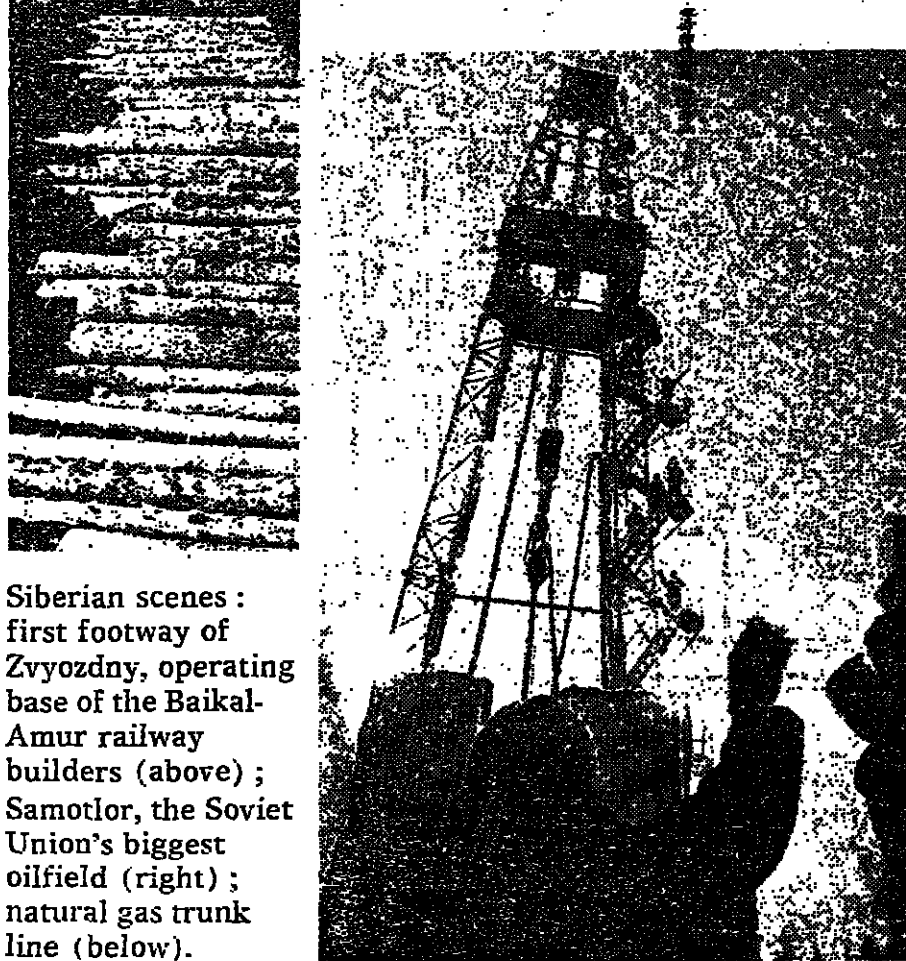
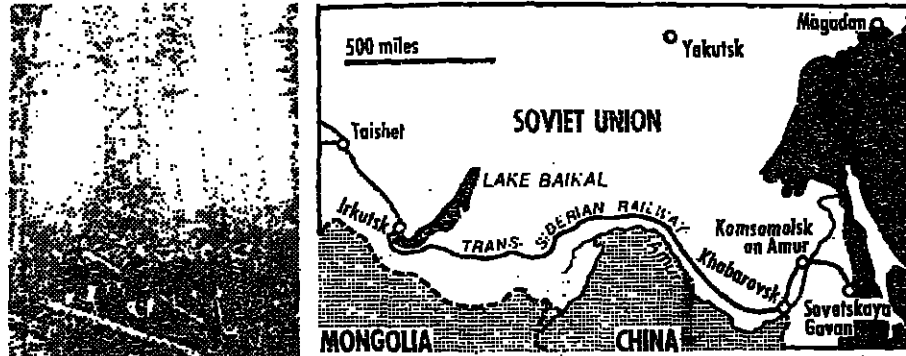
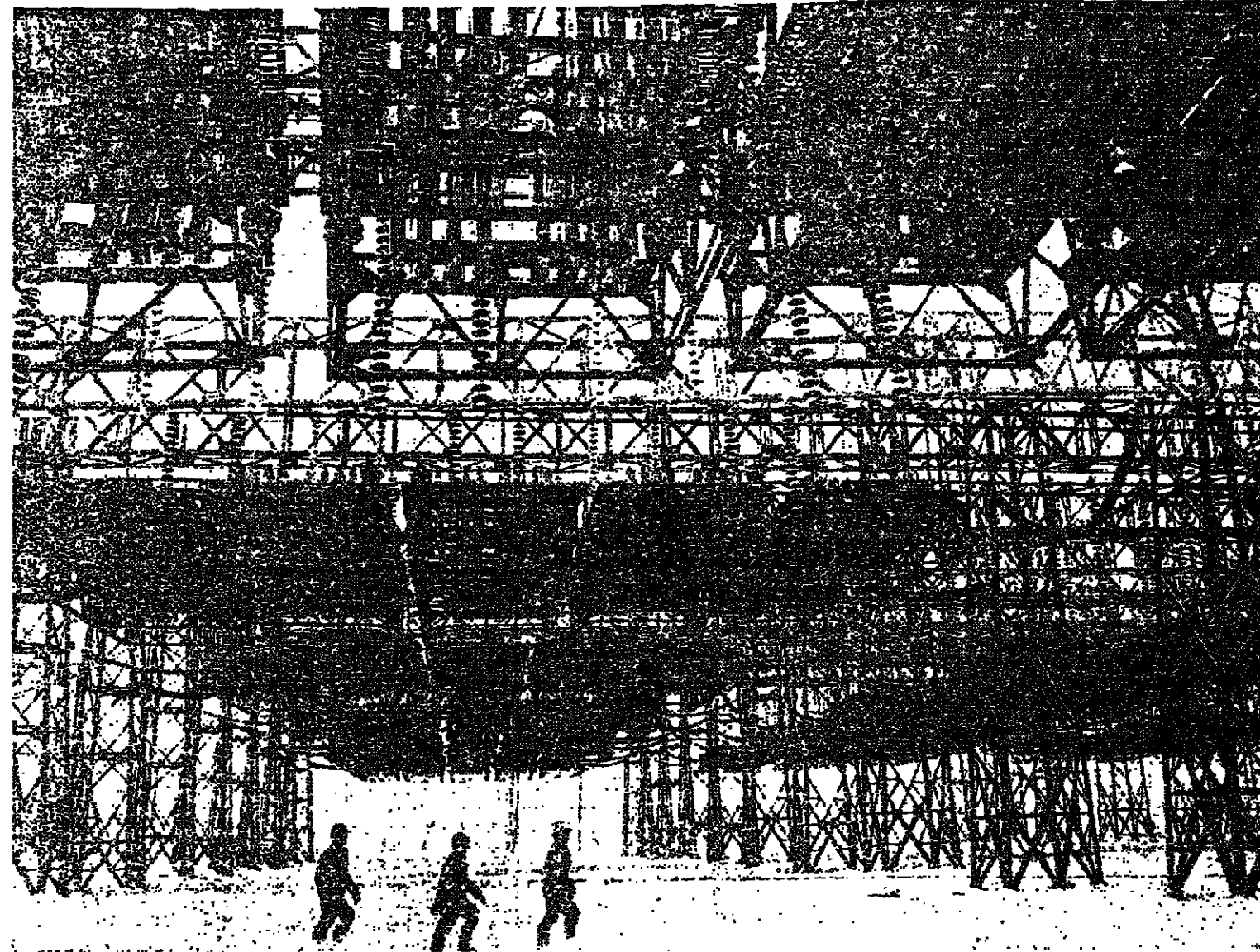
Important role of new railway

Although Bam's importance is mainly economic, it also has a strategic role, especially in view of Sino-Soviet enmity. For thousands of miles the trans-Siberian hugs the Chinese border, and in the event of hostilities the line would be highly vulnerable, whereas Bam will run several hundred kilometres farther north.

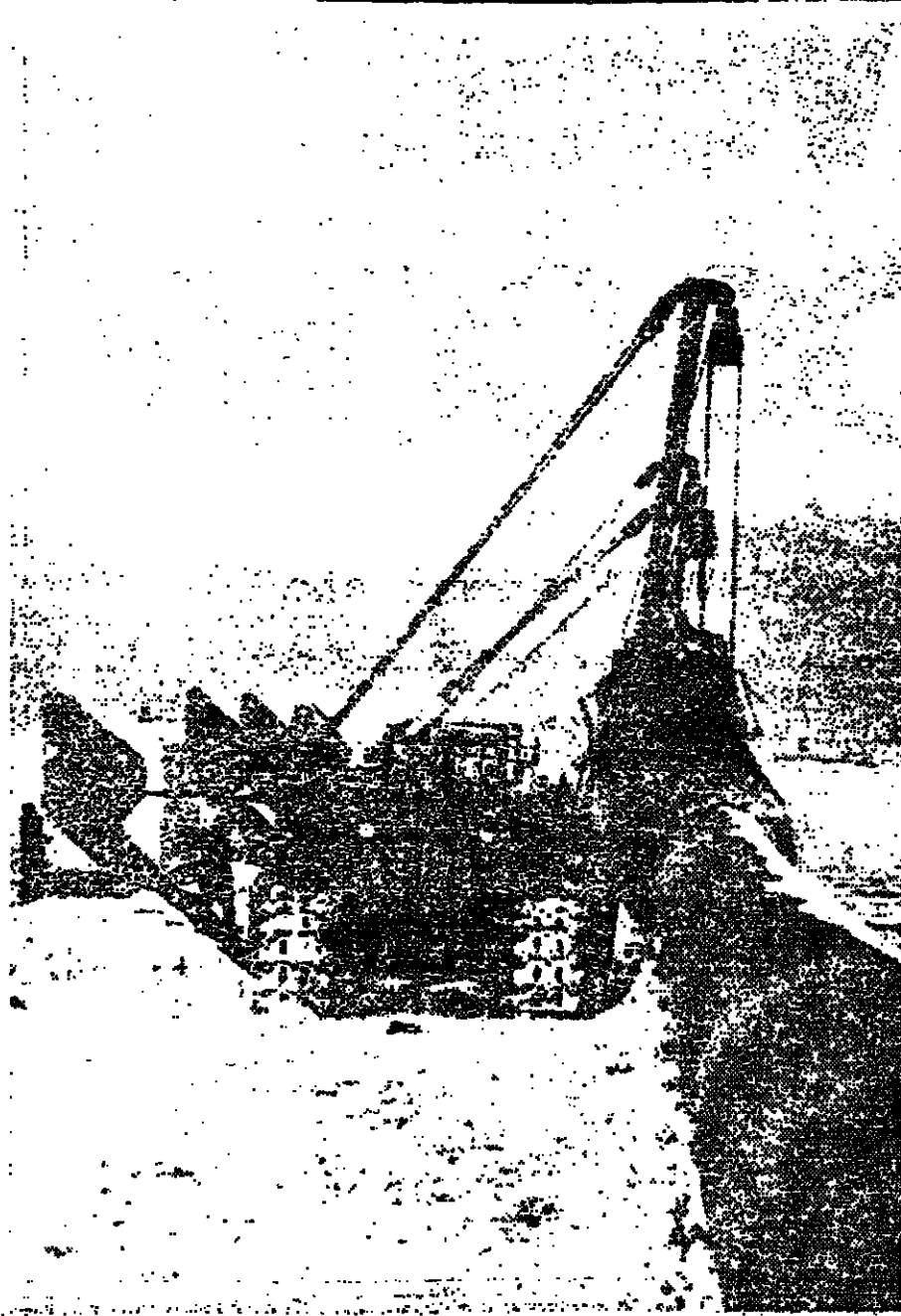
The financing of Bam and the far eastern projects will run into many thousands of millions of roubles, absorbing the heaviest share of funds for capital investment in the coming years. Great sums of foreign exchange will be needed, even though Mr Konstantin Mokhorov, Deputy Minister for Transport Construction and in charge of the Bam project, said last November that most equipment would be Soviet made.

As Soviet planners see it, the tremendous outlay will not only be recompensed many times over, but will transform the Soviet industrial economy, shifting the emphasis from Europe to a region with untapped natural resources hardly matched anywhere on earth.

The author is Moscow Correspondent, The Times.



Siberian scenes: first footway of Zvyozdny, operating base of the Baikal-Amur railway builders (above); Samotlor, the Soviet Union's biggest oilfield (right); natural gas trunk line (below).



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Signs of clearer days for shipping after the gloom

by Michael Bailey

Shipping is one of the muddier areas of Anglo-Soviet relations. The Russians have, in British eyes, been engaging in questionable practices for many years in order to secure for their ships, at the expense of Britain's, a disproportionate share of the trade between their two countries, and British shipping is not very happy about it.

A navigation treaty signed by the two governments in 1968 specified among other things that principles of free and fair competition would rule in the trade, and that both countries would abstain from measures which might limit the opportunities open to the other's shipping to compete for the carriage of bilateral trade on equal commercial conditions.

No specific shares were snail out for British and Russian shipping, but Britain being (unlike Russia) an old-established maritime state with a large and efficient merchant fleet, it might have been expected that British ships would carry a substantial share of the trade. In practice, if iron ore traffic—which Russia shows no interest in carrying—is excluded, British ships carry only about 6 per cent of the trade.

The practices most complained of by British shipping are Russia's use of state trading monopolies to route cargo

into its own ships, and rate-cutting to a level that constitutes dumping by western commercial standards. When selling to British firms, Russian trading corporations invariably specify delivery at a British port which means that they control the westbound shipment. When buying from British firms, they also specify delivery to a British port, which means they control the eastbound shipment too.

Merchant fleet growing fast

The difficulties arising from trade between separate commercial firms on the one hand and a single state monopoly on the other are of course not confined to shipping, or to the Anglo-Russian trade. America's recent action over grain sales to Russia is relevant, as is the growing concern of international shipping generally to what is seen as a threat of uncommercial competition from the rapidly expanding Russian merchant fleet, which has doubled to 18 million tons in 10 years and is still growing fast.

They are not, however, easy to deal with. Profitability is one of the criteria of fair rates in a trade; but what constitutes profitability

for Russian shipping, the price of whose labour and equipment is subject to state controls and criteria western commercial firms can neither penetrate nor emulate? As for terms of trade, it is all too easy for Russia to divide and rule when dealing with rival western concerns who want the business.

Fortunately, there are signs that things might be improving. The 1968 treaty provided for meetings of an Anglo-Russian commission each year (alternately in London and Moscow) and two years ago, after sustained pressure, British commercial shipping interests were permitted to take part in the talks. At about the same time the growth in Russian shipping and in international concern over its implications were causing the British and other western governments to take the matter more seriously (two bills are currently passing through Congress to curtail Russian rate-cutting in American import and export trades).

During the past year particularly, the Russians are said to be accepting with good grace that they cannot ride roughshod over their trading partners in the way they have been accused of doing. They are allowing rates and conditions to improve to the point at which



A big shipment of Soviet timber being unloaded at Hull.

Britain's share of the traffic might be expected to rise to a more realistic level. It is not only in the freight trade that Russian shipping has been thriving; they are now substantial operators in the British cruise market, both with small vessels ply-

ing to and from Russia and with larger ones on Baltic and Mediterranean cruises. The passenger market is very different, with no fixing of rates and conditions; but again Russian shipping is helped to offer competitive rates by low operating costs, especially for crew, at a time when fierce cost inflation is driving more and more British cruise ships out of business.

The author is Shipping Correspondent, The Times

Dispelling market myths

by David Young

Among the many misconceptions that several sectors of British commerce have is that the vast Soviet market is regulated by inflexible government policies and that there is no scope for selling advanced technical equipment.

Rank Xerox has nailed the first myth very firmly by selling its latest products in the market; this myth grew up in the days after the war and is as wrong now as it was then.

The Soviet trade policy, however, is aimed at self-sufficiency, and products which can be home produced or are available from the Comecon countries, or can be bought for soft currency elsewhere, will be difficult to sell in the Soviet Union. Therefore what hard currency is available for spending overseas goes on high-technology capital goods, especially chemicals and more recently motor industry-related goods.

The architecturally impressive headquarters of the Soviet trade delegation to Britain, in Highgate West Hill in North London should be among the first points of inquiry for the businessman who wants to break into the vast Russian market, or who has already had an initial successful involvement in Russia and who wants to go back to consolidate. The officials in Highgate can be telephoned at 01-340 3272.

It will help if the trade delegation is sent up-to-date technical information and products and the publicly available details of the company's financial status. Sales brochures will be welcomed, but because the delegates' briefs are more comprehensive a copy of the annual report and balance sheet will be appreciated.

Similar information should be sent to the other organizations which can help, especially the British-Soviet Chamber of Commerce at 2 Lowndes Street, London, S.W.1 (01-225 2423); the East European Trade Council at 21 Tophill Street, London, S.W.1 (01-930 6711) and the Department of Trade's Commercial Relations and Export Division at 1 Victoria Street, London, S.W.1 (01-215 7877).

Perhaps among the most useful sources of information is the British Overseas Trade Board at the Department of Trade's export division at Lindgate Hill, London. The board publishes a series of booklets giving businessmen advice on doing business in specific markets, which include one of the Soviet Union, and covering as it does basic information it is an invaluable publication. The booklet gives detailed information on dealing with the intricacies of the Russian telephone system and other such informative sections.

Before making any move into the Russian market the commercial section of the British Embassy in Moscow, Kutuzovskiy Prospekt 7/4, Moscow G-248 (tel: 241-1033/4)—should be contacted and kept informed of plans and progress. Often the specialised knowledge of the embassy staff can prevent a company from going down a long and unproductive path. However, the embassy's facilities should not be used in isolation, but it can be used as a communications link where telex is available and where mail can be sent.

Also it should be borne in mind that the Soviet market is so vast that it is almost impossible to cover completely and spreading efforts too thinly can be a danger. A trade exhibition in Moscow cannot be expected to attract potential customers from the outer republics therefore any serious assault on the market on a wider scale should be planned around advertising a series of local exhibitions, perhaps to



Traffic flowing past the vast Hotel in Moscow.

factories and schools. The success of Rank Xerox in this market using such techniques is well documented and although its promotions are elaborate and costly it may be worth while for smaller firms with an EEC sector to consider joint ventures on a similar basis.

The Chamber of Commerce and Industry in Moscow—Ulitsa Kulibysheva 6, Moscow (tel: 221 0811)—may be able to advise on such ventures.

Advertising can also play a part in sales promotion within Russia, particularly in the Russian trade and technical press which, like our own, is an effective method of reaching specialized markets at reasonable cost.

In Russia the state advertising agency Vneshtorgkizlana, at Ulitsa Kakhovka 31, Moscow M-461 (Tel: 121-0434), can provide details of the publications available as well as copy deadlines rates and advertising conditions. Remember that the advertisements, which should be in Russian, should give as much technical information as possible. Advertising is no less common in Russia than it is in Britain, but there is a gap between the norm in Britain and what is common in the Soviet Union.

In any case the companies considering advertising in such areas will be marketing a product which requires a technical exposition or will be complex enough, in an advertising sense, to know what the copy requirements are.

In Britain the Russian state advertising agency is represented by A. F. International, of AFI House, 283 Cricklewood Broadway, London, NW2 (01-450 2521, telex 922684). Its appointment as sole agent is a fairly recent one and earlier records should be amended.

Mr S. T. Roskows is director of AFI's Eastern European Division and he will be able to give considerable help and advice on the latest Soviet marketing situation—probably emphasizing the lack of rigidity in the Soviet business sector. He will also point out the benefits of selling in a market where buying is often centrally controlled, but where the end user is frequently the person who initiates equipment purchases and has a say in the type of equipment needed.

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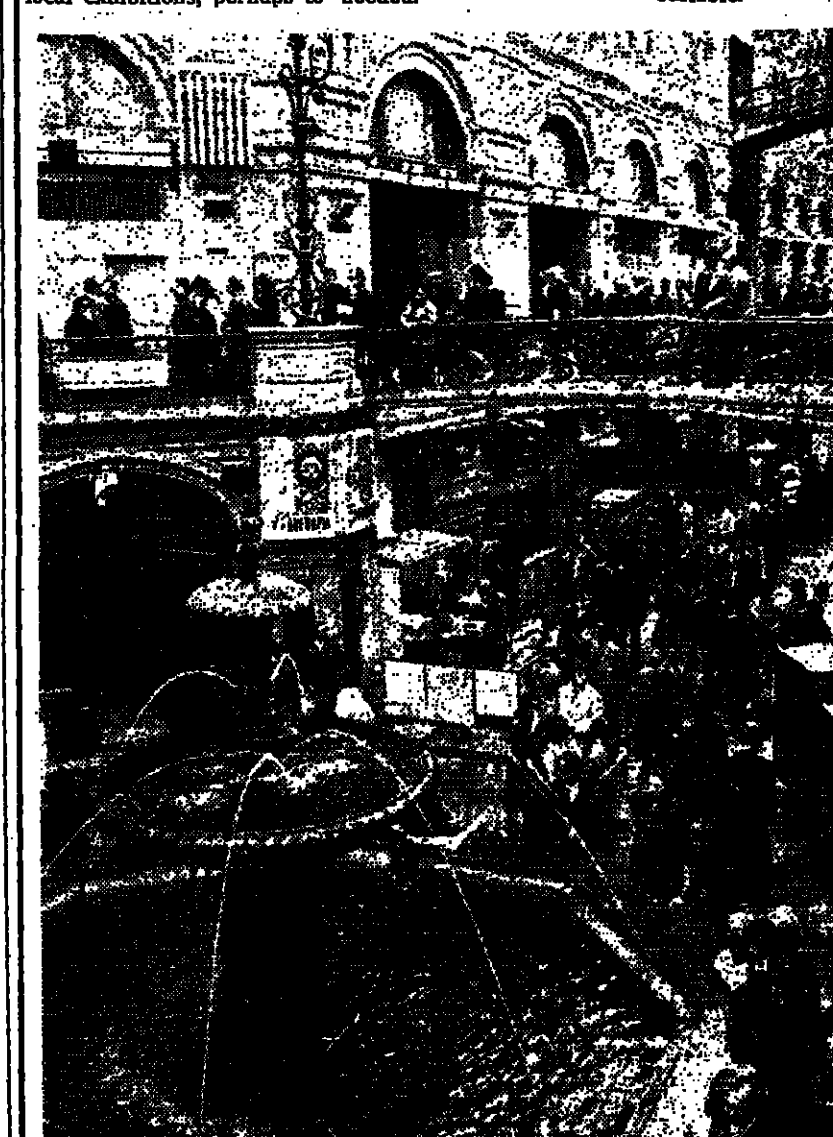
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ENSIONS, PUBLIC AND PRIVATE

that under the terms of the Pensions (Increase) Act some former senior civil servants will have a rise of £40 a year in December has had an enthusiastic reception among those who are not former senior servants. It has even been stated that such large increases might undermine the popularity of the Government's inflation policy. This is but a most superficial expression of a resentment that public servants should appear to be secure in their own protection against inflation which ravages everybody else. The resentment is not a special cause of alarm because there is such obvious difference in the pensions applying to most people in the public service and people in private employment.

The 1971 Act provided for the pensioning of what it called official pensioners. That is, the pensions of former civil servants, teachers, police officers, firemen, doctors, other public service staff, local government employees and members of the armed forces. The amount of pensions was fixed by law and then it changed to an annual adjustment in line with national average earnings. In that a public service pensioner is put on no more favourable terms than anyone dependent on the state for their pension, very few occupational

schemes can offer the same cover against inflation. For years occupational schemes rode on the crest of a booming stock market and a relatively stable currency. It was the person in a generous, adequately funded, private scheme who was in an enviable position—though not all private schemes were in fact as generous as popular mythology suggested. Now, when the stock market has been seriously undermined by inflation, when the rate of inflation is well above the rate of interest, it is hardly possible for even a skillfully managed fund to maintain its level in real terms, without the sort of luck that it is not prudent to rely upon, unless the stock market is more buoyant than it has been over the past few years. That is why there has been such an atmosphere of anxiety in the occupational pension movement and why a number of companies have been forced to top up their pension funds even at a time when they have not themselves been overflowing with money. So long as inflation remains at anything like the rate of the past few years it is not realistic to expect most private schemes to be able to offer their pensioners adequate cover against inflation.

Only schemes supported by the resources of the state can be confident of doing that. This means that a new division is being created in old age. The more rapid the pace of inflation the deeper this division will become. Two nations are being formed among those who have led active, successful working lives—between those who can look forward with reasonable confidence to retirement and those who must regard it with mounting anxiety no matter how prudent their financial preparations have been.

What then should the remedy be? It would be absurd to suggest that the state should offer the same inflation cover now to all occupational pensioners as it does to its own pensioners, whether former employees or not. No matter how just that might seem in principle it would simply not be financially practicable. Nor would it be reasonable to propose that inflation proofing should be dropped for official pensioners, most of whom are pensioned on the basis of quite modest earnings. That would be to change respectively their conditions of service. But as it is a condition of service it is necessary that it should be taken fully into account in all pay settlements. In a letter in *The Times* last week the secretary general of the staff side of the Civil Service National Whitley Council argued that this is precisely what is done as part of the pay comparison process. But the general public will need to be assured before future rises are granted in any of these categories of public employment that sufficient allowance has been made for an advantage that has been made for a value now that it had when bestowed four years ago.

What evidence is there that a further increase in the use of prison for the public will be needed to do the last of these things. Undoubtedly, many dangers remain. The Portuguese economy is in a terrible shape and the socialists, who have taken most of the economic portfolios, may use up much of their present popularity in attempting to deal with it. Working class disappointment will certainly be exploited by the extreme left, and the Communists have made it clear that they retain their freedom to attack any government policies they do not like. The influx of refugees from Angola is aggravating all the economic problems and provides a fertile recruiting ground for the right-wing, paramilitary movement sponsored by General Spínola. Even if actual violence gets no worse than it has been in the past few months, the slide to the right might so alarm the military leaders, from President Costa Gomes downwards, that they would decide to install a purely military government—though whether there is enough military discipline left to make that possible is questionable. The socialist and PPD leaders, whose personal commitment to democracy is not in doubt, are certainly well aware of all these risks. But they have decided that this government is the best hope for democracy and perhaps also the last, and have thrown their weight behind it. If it is to succeed, Portugal's friends abroad will have to follow suit, not only with moral support but with generous economic aid.

Planning for disaster relief

From the Bishop of Leicester
Sir, Professor Livingstone's argument (September 17) reminds me of a surgeon who declines to operate for acute appendicitis on the grounds that it will do nothing to cure the patient's slipped cantaloupes.

Disaster-prone countries should indeed improve their own machinery. In addition to the work of UNDRP, British defence colleges, and defence attaches overseas, could do more to disseminate some of the lessons learned over the past five years. If this were done, 10 years many of the countries of the Third World might attain a standard approaching that of the large and well-disciplined armies of Turkey and India.

Even so, two things will continue to be missing. One is a central focus of relief effort with whom these governments can deal in an emergency, instead of the bewildering plethora of incoming aid which they have to deal with at the moment. The second is transport. Nine-tenths of the countries in the Third World do not begin to possess the necessary helicopters, flat-bottomed boats or short-range heavy-lift aircraft which alone can bridge the logistic gap that invariably yawns between the main airhead and the stricken zone, with calamitous results.

It is to provide these functions that some of us (working through the Church of England Board for

Social Responsibility) are responding to the advice of expert civilians and servicemen alike, including the voluntary agencies, in advocating an internationally coordinated transport force. The professor may not have understood that it would be essentially a force to provide transport and communications, and nobody can do this work better than the armed forces.

As to his idea that this form of contingency planning would restrict other existing forms of planning, we have seen little evidence of the latter in the past five years. Too many lives have been lost in consequence.

The cutback in Britain's defences will of course seriously impede our ability to take part in such operations as the evacuation of Angola. Surely this and other forms of disaster relief work is an element of defence spending which our public—so generous with its own personal contributions—would understand and be prepared to sustain. Beyond that, the good are seeking to ensure that nations acting together, by sharing the load, without additional expense, by using resources already available and by employing a system of "double earner" can respond immediately to the disasters of tomorrow.

Yours,
RONALD LEICESTER,
House of Lords,
September 17.

Alternatives to prison

From Mr Nicholas Hinton
Sir, The claim by the Police Federation (reported in *The Times*, September 18) that the courts are encouraging crime because of their failure to impose adequate sentences is both unsubstantiated and I believe does an injustice to the police as a whole. Whether we like it or not the facts are that the average length of sentences has increased in recent years by some 30 per cent. The public now have the highest prison population of the century, and that prison is no more or less effective (in terms of reconviction rates) than any other current method of dealing with offenders.

What evidence is there that a further increase in the use of prison for the public will be needed to do the last of these things. Undoubtedly, many dangers remain. The Portuguese economy is in a terrible shape and the socialists, who have taken most of the economic portfolios, may use up much of their present popularity in attempting to deal with it. Working class disappointment will certainly be exploited by the extreme left, and the Communists have made it clear that they retain their freedom to attack any government policies they do not like. The influx of refugees from Angola is aggravating all the economic problems and provides a fertile recruiting ground for the right-wing, paramilitary movement sponsored by General Spínola. Even if actual violence gets no worse than it has been in the past few months, the slide to the right might so alarm the military leaders, from President Costa Gomes downwards, that they would decide to install a purely military government—though whether there is enough military discipline left to make that possible is questionable. The socialist and PPD leaders, whose personal commitment to democracy is not in doubt, are certainly well aware of all these risks. But they have decided that this government is the best hope for democracy and perhaps also the last, and have thrown their weight behind it. If it is to succeed, Portugal's friends abroad will have to follow suit, not only with moral support but with generous economic aid.

Birmingham press dispute

From the Editors of the Birmingham Post and Mail and the Sunday Mercury
Sir, The letter from the Leader of the Birmingham City Council (September 13) is rather like grape-shot that goes wide of its target; a good deal of noise is created, but no damage is done.

In fact, the Leader fails entirely to grasp the argument that by refusing to give information on public affairs to those journalists not involved in the dispute over pay between the National Union of Journalists and the Birmingham Post and Mail, the Birmingham Post and Mail is discriminating against the reporters and citizens of Birmingham who are entitled.

His whole letter was a catalogue of inaccuracies so numerous that, unless you were prepared to tax your readers by affording us the very long letter, it would be impossible to enumerate them. We will therefore keep to the central issue—his politically motivated attempts at censorship.

Not only did he himself refuse information on matters of public interest, but he also encouraged others, including officers in local government service (who traditionally have never taken sides politically), to do the same.

And if it is indeed true that the Birmingham Post and Mail's Environmental Services Committee was following his traditional practice in not permitting his officers to talk to the press, it seems odd that a senior officer should call the council's behaviour "a disgraceful memorandum" in his subordinate's saying that as there was an industrial dispute involving workers of the

The police have a much broader job than just law enforcement. For example, their efforts to prevent children becoming entangled in the criminal justice system through the work of the Police Juvenile Bureau are second to none. (Each year the London Metropolitan area 30 per cent of juvenile offenders are so diverted at an early stage.)

Many of the 120 or so crime prevention panels are increasingly concerned to tackle crime at its roots. There is great potential in the part that the police have to play in the proposed detoxification centre for habitual drunk offenders. This measure alone could reduce the number of reconvictions to 3,000 a year.

We need a confident and effective police force, but this is unlikely to be achieved unless the will of the community is maintained. It is hard to see how unsubstantiated accusations and a disregard for the important preventive work of the police can achieve this.

Yours faithfully,
NICHOLAS HINTON, Director,
National Association for the Care and Resettlement of Offenders,
125 Kennington Park Road, SE11,
September 18.

Birmingham Post & Mail, "on instructions from the Chairman, Mr. Councillor John Charlton, under no circumstances may any member of the staff give any interviews or make any comments to this organization."

It may be true, as the Leader says in his letter, that officers are employed by the council and not by the ratepayers, but the high-handed attitude of not disclosing by this statement highlights one of the important issues to emerge from the Birmingham dispute—the contempt with which ratepayers and indeed all citizens have been treated in the pursuit of a narrow, political objective.

The Leader's attempts at censorship are not, come to that, anything new. He has refused for 14 months to speak to the *Sunday Mercury*, since it exposed a questionable £4,000 payment by the council to contractors razing a building of great interest to conservationists.

Finally, may we cite one other example of the council's authoritarianism. The Leader has had throughout in understanding the dispute, and at the same time help to clear up a rather fundamental misconception in his own mind. It was not, as he said in his letter to you, members of the National Union of Journalists to whom he was refusing to speak, but those of another trade union, the Institute of Journalists.

Yours faithfully,
D. H. BOPKINSON, Editor,
Evening Mail,
N. J. REEDY, Editor,
The Birmingham Post,
F. P. WHITEHEAD, Editor,
Sunday Mercury,
28 Colmore Circus,
Queensway,
Birmingham,
September 18.

Examination results

From Mr A. H. Cooper
Sir, One must of course always take Mr Bernard Levin either with a pinch of salt or a large spoonful of sugar which is not to discount both the pleasure which he provides and the attention which he draws to issues both serious and light-hearted from time to time.

I have no doubt that the issue of public examination results as described by Mr Levin in the *Andover* district is replicated elsewhere in the country and on the whole I would be inclined to support his contention that facts are facts and should not be suppressed, even though they may be capable of misinterpretation.

Mr Dennis Beacham offers explanations underlying the decision taken in *Andover* which have also been considered elsewhere, and in respect of my own particular school we are serious consideration to not publishing public examination results this year albeit for other reasons. That schools may be judged unfairly by their examination results perhaps suggests that schools should do more to make parents and the public aware of their educational aims and philosophies so that public judgment is better informed.

Already this year it has become apparent that the change in the grading procedures of the GCE boards has not been fully understood by the press and that GCE results are being published in such a way as to create misunderstanding in the minds of the public. Previously the press published details of the O level passes obtained by

pupils, some papers detailing these by subject whilst others merely gave the number of passes obtained against the candidate's name.

With the removal of the pass/fail concept I have noted in a number of local papers in widely scattered areas of the country that the list of subjects in which candidates obtained grades or the total number of subjects in which they were graded have frequently been published, thus creating in the minds of many readers the impression that these pupils have obtained that number of O level passes under the old style of assessment, whereas many of the subjects listed clearly have grades which would previously have been described as failure.

This seems to me to be far more worrying than the possible misinterpretation of published results and what is desperately needed is a proper explanation of the published results so that readers can interpret them sensibly.

Incidentally many HMC schools publish their O and A level results where these are of local concern and Mr Beacham need only visit the North West to see the results of the independent and direct-grant schools in this area published alongside those of the maintained schools. The HMC boarding schools, which draw pupils from very wide areas, clearly are of little interest to either the local or the national press.

Yours faithfully,
A. H. COOPER, Headmaster,
The King's School,
Macclesfield,
Cheshire,
September 16.

LETTERS TO THE EDITOR

Public transport: use of resources

From Mr T. E. M. McKitterick
Sir, Public transport systems in most advanced countries are facing financial crisis. Public support is being reduced, fares raised, and services cut, and the forward planning of stock renewal and capital investment becomes increasingly difficult. In this country, both the railways and municipal and other services are becoming casualties of reductions in public expenditure. Traffic is still falling from 1973 levels and only the private car is gaining ground.

This is a waste of resources. The car consumes far more fuel and materials per passenger mile than the bus or the train. Intelligent transport planning should clearly aim at resource conservation, and means in simple terms that, as far as possible, traffic should be attracted to the more economical modes. Yet successive increases in bus and rail fares coupled with deteriorating services, are tending to have the opposite effect.

Short-term cuts in expenditure are inevitable in present circumstances, but it is wrong to sacrifice long-term development to them. The problems of resource conservation will be with us for many years, and the danger is that the transport systems of 10 or 20 years ahead will be even more inadequate to do what is required of them. This is not only a matter of buses and trains. Telecommunications are also important. A really effective and expanded system could reduce transport demand, but here again the development programme has been thrown into disarray.

Hardly any public transport system in the world operates without subsidy. Obviously, subsidies should not encourage overmanning and inefficiency, but they will certainly be needed to maintain the systems in working order. Against their cost can be set many benefits in resource conservation and the reduction of social costs. It should be added that road transport already receives a substantial subsidy in the sense that road construction and maintenance costs are not directly chargeable to the user and are nowhere near fully recovered from him even indirectly. In the general clamour for reduced public expenditure, no coherent policy on future subsidisation appears to be emerging.

Nor can there be one so long as the public sector transport industries are tied to a distorted form of financial accounting. The deficits which they show are real, and should obviously be reduced. But it is far more important to base investment and subsidy policy on a form of social accounting which allows for resource consumption and social costs and in which public transport is as important to the community as education or health, and should be treated at least partly as a social service. This raises immense questions, which cannot be discussed in a short letter. Nor is the argument a new one. But if we are to build up a lot of future trouble for ourselves, it is one that should be faced.

Yours faithfully,
T. E. M. MCKITTERICK, Chairman,
Economic Associates Ltd.,
Sceptre House,
369 Regent Street, W1.

The Greek trireme

From Mr R. B. Nelson
Sir, I would like to bring to your consideration a further piece of ancient evidence relating to the speed of the trireme under oar; this is Thucydides III 49. The Athenians sent a trireme with an order for the execution of the entire male population of Mytilene, and 24 hours later reversed the decision and sent a second vessel, which rowed continually and arrived sufficiently soon after the first vessel to prevent the order being carried out.

Thus the difference in journey time between a trireme rowing fairly slowly, and one pressing on as fast as possible under oars, over about 230 miles, is about 24 hours. The Thucydides account suggests that the second vessel took probably 36 hours for the journey, implying, in which case the first ship must have taken about 60 hours. This gives average slow and fast speeds of 4 knots and 6 knots respectively over a long distance, and, incidentally, a long day of about 24 hours for the voyage from Byzantium to Heracleia.

I might add, from my own study

of ancient naval battles, and war-game reconstructions of them, that you can find no evidence of triremes fighting under sail or plausible reason why they should have done so. Ancient galleys had to manoeuvre rapidly through 360 degrees, frequently backwater, and also lie "stationary" in the water in formation with other vessels, none of which is practical under sail. Rammings, furthermore, under sail must have been a most perilous proceeding, involving the likely collapse of the mainmast and sail about the ears of the rowers and mariners at a most critical moment, with much nautical language.

I have recently completed a book on the war-game reconstruction of Salamis, and confirmed to reasonable satisfaction that hoisting sail on a trireme in battle indicates that the ship doing so was about to flee. The only variation was permitted by the Corinthian contingent at Salamis, who appear to have exploited this tactic as a ruse to induce a Persian attack.

I am, yours faithfully,
R. B. NELSON,
39 Titchfield Road,
Retford, Nottinghamshire,
September 18.

Private practice and NHS

From Professor J. F. Goodwin and Dr Maurice Nellen
Sir, The medical profession and the nation are becoming more and more concerned about the dangers facing the private and National Health medical services of this country. Perhaps even at this late stage, this letter will convey our urgent message.

The present situation, embodying as it does a combined National Health medical service with a limited number of private beds works comparatively well, as the growing and unprecedented international demand for treatment in England testifies.

If private practice is completely disallowed in the National Health Service hospitals, foreign patients and perhaps British patients too will inevitably be sent to other countries, which will welcome them avidly and are even now readily and understandably jumping into the breach.

It is this "mixed" medical service that has made Britain the foremost in the world medical centre for foreign patients. Enormous economic and other fringe benefits and goodwill accrue to our country in general and medicine in particular. There is a continuing and important integration, interdependence, and intercommunication, between the private sector and the National Health Service in the great benefit of both sections and this is prized by both patients and doctors.

Removing private practice from the National Health Service hospitals without compensatingly increasing facilities will certainly drive doctors, specialists, technicians and nurses to areas where they can obtain better facilities for the treatment of their patients.

Yours, etc.,
J. F. GOODWIN,
Professor, Elton,
International Society of Cardiology,
MAURICE NELLEN,
139 Harley Street, W1.

Catholic traditionalists

From Mr Michael McMahon
Sir, In complimenting Mr Clifford Longley on being the author of the first genuinely accurate analysis of the Roman Catholic traditionalists' position in this country today, I point out that in this solemnly declared year of Reconciliation, the sort of folk he describes so well constitutes the only one of the religious, philosophical or ethnic movements in the entire world to have no chance to national politics. What I in fact said was that sports boycotts had been a very effective punitive exercise against white South Africans, and that they had resulted in considerable changes in the sports policy in South Africa. They had not, however, effected any change in the lives of the black people, I also said that I was opposed to economic boycotts as I considered them to be counter-productive in the long run.

Yours faithfully,
HELEN SUZMAN, MP (Progressive Party) South African Parliament,
c/o Australian Institute of International Affairs,
Canberra, ACT 2600.

reasonable period, say 25 years, irrevocable for that time and renewable on expiry.

Yours faithfully,
MARTIN L. PERKINS,
35 Mosser Drive,
Orpington, Kent.

Archaeological sites

From Mr Martin L. Perkins
Sir, My friend Norman Hammond's report today (September 15) of the threatened development on the Roman site at Alcester is naturally very disturbing. It raises again the validity of the system of ancient monument and other kinds of scheduling. It would, of course, be undesirable if scheduling were permanent; in the final analysis the future is more important than the past, but there must be some form of security for these sites.

May I suggest that schedules, when announced, should be for a

A clergyman's pension
From the Rev Kenneth A. Peers
Sir, "Many trades unions pay shamefully low pensions to their retired officials" (September 8); so does the Church of England. The maximum pension for a clergyman after 40 years full time service is £960. Out of this he must pay £500 per annum rent and £200 rates for a retirement bungalow built by his diocese. If he cannot afford it he is told to apply to the local authority for rent and rates allowances.

This is not generous, or even christian, treatment of priests who have given 40, 50 or more years in the service of the Church, and are still on call when the need arises. With such an example set by the Church the trades unions have no call to be unduly conscience-stricken.

I am, Sir, your obedient servant,
K. A. PEARS,
8 Terry's Cross,
Woodmancote, Henfield, Sussex.

DYALTIES EASILY OVERTHROWN

most anyone's loyalty to a set of beliefs, a social group, a circle of friends can be royed if the right techniques are used. Sometimes the changes seem instantaneous, as in the case of religious conversion. Sometimes it is the result of torture or prolonged sure of some other kind. Sometimes it is temporary, sometimes apparently permanent. It is really held to reveal more the individual than about the validity of his old or new beliefs. Yet it is particularly in political areas. If a society is to be producing more, it is with more easily destroyed loyalties this may mean it is producing weaker individuals or that it is failing in firm loyalties from its members because of its own mess.

face of it (though the truth may turn out to be different) to have transferred her loyalties from one family to a group systematically opposed to everything they represent. A similar though less dramatic switch of loyalties is reported to have occurred among some of the hostages taken by a Swedish bank robber. The phenomenon itself is in no way new. People have switched sides in war and peace, religion, politics and personal affection for a variety of reasons throughout history, and revolutionaries have frequently been recruited from comfortable middle class homes without being kidnapped first.

Nevertheless, the question arises whether the bonds of loyalty between western societies and their citizens are becoming more fragile than before, so that people under stress are becoming more likely to turn to movements or doctrines offering a solid frame of reference or a more comprehensive explanation for

the phenomena they experience. Societies under stress are always likely to look for strong leaders and simple explanations. But there may be more to it than that. There is clearly less general agreement and less certainty than there used to be about social and moral values, and that makes higher demands on individual judgment. Then liberal democracies have a curious tendency to forget that in terms of global history they are a rather recent, fragile and thinly distributed plant that needs to be nurtured. They represent an ideology among many others, a system of beliefs based on certain assumptions about the nature of man and the world that require to be constantly renewed, examined, defended and explained. One of the most disturbing things about many rebels against today's society is not that they rebel but that they are so ignorant about the system they reject.

the British Indian Ocean Territory. The Government discovered it embarrassing to have to supply services for their remaining inhabitants when there were no longer other bases in the area. But now that their existing and apparently still happy and productive life declining human populations have been moved elsewhere, are these magnificent coral islands going to be left derelict, overrun by introduced mammals and a playground for the crew of any passing vessel, or do the authorities propose to maintain some form of supervision over what happens there?

Yours faithfully,
W. R. P. BOURNE,
University of Aberdeen, Department of Zoology,
Tillydrone Avenue,
Aberdeen,
September 13.

Chagos archipelago

Dr W. R. P. Bourne
It seems ironic that not only many of the first inhabitants of Diego Garcia and other islands in the Chagos group apparently ended up settling there as slaves at the end of the eighteenth century, but have now been forced to leave after they had developed some of the most productive co-plantations in the world there. The topic is under discussion, but it is pointed out that there is a wildlife conservation problem involved.

These islands originally provided living places for all the seabirds, and perhaps seals and sea-cows of the central Indian Ocean. Numbers were soon reduced, by introduced rats in the case, and the marine mammals were wiped out. The birds at

least have been increasing again in recent years, but the progressive abandonment of the islands and one was beginning to hope that they might become important nature reserves.

The latest information is that not only have the inhabitants of the largest island in the south, Diego Garcia, been evacuated to make way for a military base, but that the remaining inhabited islands to the north, Boddam in the Salomon group and Ile au Coin in the Peros Banhos group, have been evacuated as well. The houses are said to have been removed with the human inhabitants, but donkeys were left behind on both islands, and together with visiting fishermen will doubtless ensure that there is little regeneration of the native vegetation and wildlife.

It is comprehensible that once they undertook responsibility for

COURT CIRCULAR

FALMOUTH CASTLE
September 21: Divine Service was held in the Church of the Holy Trinity, Falmouth, in the morning. The sermon was preached by the Reverend John McLeod.

The Queen was represented by Air Chief Marshal Sir Lewis Mackie (Air 124-45-Camp to Her Majesty) at the Special Service in commemoration of the Battle of Britain which was held in Westminster Abbey today.

YORK HOUSE, ST JAMES'S PALACE
September 20: The Duke and Duchess of Kent, attended by Lieutenant-Commander Richard Buckley, and Miss Jane Pugh, arrived at Heathrow Airport, London, today in a VC-10 aircraft of British Airways on the conclusion of their visit to Iran.

Lady Nuttall gave birth to a daughter at The John Radcliffe Maternity Hospital, Oxford, on September 17.

Birthdays today
Sir Joseph Baines, 78; Sir George Carland, 63; Professor S. E. Finer, 69; Sir James Henry, 64; Lord Kilgobbin, 73; Sir Charles Mander, 54; Professor R. A. Morton, 76; Dr Doris Needham, 79; Captain Mark Phillips, 27; Sir Edward Peck, 66; Lord Ritchie of Dundee, 73.

Christening
The infant son of Mr and Mrs Miles Napier, christened Lennor Edward Charles by the Rev Derek Comyns at St Andrew's, Great Easton, Market Harborough, on September 21. The godparents are Mr John Comyns, Mr Neil Pimington, Mr Maurice Maude, Mrs Kenneth Jack and Mrs Edward Pison.

Marriages
Mr C. H. W. Holloway and Miss G. A. Rous. The marriage took place on Saturday at St Mary's, Wokingham, of Mr Charles Holloway, elder son of Mr and Mrs A. G. V. Holloway, of Gosport, Hampshire, and Miss Georgina Rous, eldest daughter of Major the Hon George and Mrs Rous, of Dennington Hall, Suffolk. The bride was given in marriage by her father, who wore a gown of white cotton voile with a veil of tulle. The bridegroom wore a tuxedo. The ceremony was performed by the Rev D. H. Fitzpatrick officiating. The bride, who was given in marriage by her father, wore a gown of white cotton voile with a veil of tulle. The bridegroom wore a tuxedo. The ceremony was performed by the Rev D. H. Fitzpatrick officiating.

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Forthcoming marriages

The Hon Robert Vaughan Wynne and The Hon Miranda Sharples. The engagement is announced between Robert Vaughan, son of Lord Newborough, DC, of Cornwall, North Wales, and of Rossmore, Lady Newborough, of Rossmore, and Miranda, daughter of the late Sir Richard Sharples, KCBM, OBE, MC, and of Baroness Sharples, of Chawton, Hampshire.

Mr D. R. Ayshford Sanford and Miss S. J. Dunkerley. The engagement is announced between David, youngest son of Mr R. Ayshford Sanford and the late Mrs Ayshford Sanford, of The Court, Broadway, Worcestershire, and Sarah, daughter of Dr A. Dunkerley, of Lepton, Yorkshire, and step-daughter of Mrs J. Dunkerley, of Pangbourne Lodge, Pangbourne, Berkshire.

Mr W. N. de Seconde and Miss E. A. Platerick. The engagement is announced between William, younger son of Mr and Mrs Bertram de Seconde, of Fox Hill, Westhoughton, Suffolk, and Karen Maria Allen, daughter of Rear-Admiral and Mrs G. J. Platerick, of Voorburg, Holland.

Mr M. C. D. Harvey and Miss M. F. St C. Hill. The engagement is announced between Mark Christopher David, son of Mr and Mrs David Hill, of London and later of Madras, and Mabel Frances St Clair, daughter of Mr and Mrs Alan Hill, of Remel Hempstead, and lately of Colombo.

Mr P. J. F. Riley-Smith and Miss J. C. Peyton-Jones. The engagement is announced between Prosper, third son of Mr and Mrs W. H. D. Riley-Smith, of Stretton, Leicestershire, and Juliet, elder daughter of Mr Jeremy Peyton-Jones, of Roddall Manor, Putnam, Surrey, and Mrs Rhona Peyton-Jones, of 6 Douro, Rio de Janeiro, Brazil.

Mr J. Williams and Miss E. G. Ellis. The engagement is announced between Julian, elder son of Mr and Mrs Alan Williams, of Skegness, Lincolnshire, and Gabrielle, elder daughter of Mr and Mrs James Ellis, of 100 Cheyne Walk, London.

Latest appointments
Latest appointments include: Mr K. G. Jupp, QC, to be a judge of the High Court, Queen's Bench Division.

A reception was held at the home of the bride and the honeymoon is being spent abroad.

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The Bishop of London, Dr Ellison, with some of the 27 priests and deacons he ordained in St Paul's Cathedral yesterday.

Disagreement over ways of developing preventive medicine on the farm

Delegates at the annual congress of the British Veterinary Association at York last week discussed many subjects of interest to farmers. The most important was the question of preventive medicine on the farm. A whole day was allocated to the first full professional consideration of it.

Sir Michael Swann, chairman of the committee of inquiry, emphasized at the conference that the most important recommendation was the development of preventive medicine on the farm. While there was no disagreement about the need, there was much argument about ways of meeting it. The report proposed that a scheme using private practitioners should be launched. That might cost the Government £750,000 at first, rising to £7m or £8m a year in 10 to 15 years. If the money became available, which seemed unlikely in the present economic climate, it could be used by the Ministry of Agriculture, Fisheries and Food to pay practitioners for advisory farm visits.

But there was hostility to the idea of many practitioners becoming involved in preventive medicine. Mr A. J. Stevens, deputy chief veterinary officer at the Ministry, questioned whether the state should attempt to underwrite such a scheme on a broad front. He said many progressive farmers, particularly the large poultry and pig companies, were paying privately for elaborate disease prevention and it would be better to expand that. "At the end of the day," Mr Stevens said, "the procedure should be left to the farmer. I do not believe that we can

Agriculture

By Our Veterinary Correspondent

provide a salable advisory product, he will not use it." The so-called "examination" was a far more controversial issue, in the light of a recommendation by the National Farmers' Union that it should be abolished. Mr I. R. Barker, a practitioner from Hereford who licensed many bulls, disagreed with the suggestion that too many would turn round in infection in 1975 and say that it is too dear."

Mr Barker and Major G. North, vice-president of the British Veterinary Association, objected to the increasing number of cross-bred bulls that were being licensed. He said he wanted the minister to use his powers to refuse such licences to cross-breds. France, Belgium, Austria, Sweden, the Irish Republic and Germany all confined licences to registered pure-bred sires. Major North said: "As Britain could support only a limited number of cattle, there was no need to waste on mongrels."

Mr J. P. Frappell, veterinary director of the Milk Marketing Board artificial insemination service, was content to let the farmer decide. "If you want to be driven by any one, you want your cattle, why should the ministry stop you?" he asked.

Progress against the notifiable diseases was reviewed by Mr Alec Brown, chief veterinary officer at the Ministry of Agriculture. He believed that after two and a half years and the slaughter of more than 200,000 pigs at a cost of £7.5m, we could be near to eradicating swine vesicular disease from Britain.

There had been only two outbreaks since June, and there was an alternative to the present programme: any other action would be a waste of money. The current foot-and-mouth disease policy, and the current policy of the Ministry of Agriculture, Fisheries and Food, was to control the breeding cycle of cattle with precision, besides clearing up chronic disease. The Ministry of Agriculture, Fisheries and Food, was to control the breeding cycle of cattle with precision, besides clearing up chronic disease. The Ministry of Agriculture, Fisheries and Food, was to control the breeding cycle of cattle with precision, besides clearing up chronic disease.

But experienced veterinarians from the cattle areas listened with some scepticism; too often in the past they have found that new trials have been set up only to their preliminary field trials when applied in daily practice.

Inquiry into Peak Park waste project

A public inquiry began tomorrow at a proposed site for the disposal of mining waste in the Peak District national park. The Peak Park planning board is to hold a public inquiry into the proposed waste disposal project. The inquiry will be held at the Peak Park planning board offices, 100 High Street, Manchester. The inquiry will be held at the Peak Park planning board offices, 100 High Street, Manchester. The inquiry will be held at the Peak Park planning board offices, 100 High Street, Manchester.

Conference on Europe's role

"Europe's role in a shrinking world" is to be the theme of this year's annual conference of the Anglo-German Society, which is being held at Corpus Christi College, Cambridge, from today until next Friday. It will be opened by Sir Frank Rowley, who is president of the British Atlantic Committee and Atlantic Treaty Association. Other speakers include Lord Robert of Powel and Lord Robertson of Oakridge, the association's vice-chairman.

Catalogue plan for new books

Publishers, booksellers and librarians are to be provided with a new service by the British Library giving advance information for ordering and cataloguing newly published British books. It will be known as Cataloguing in Publication (CIP) and run in collaboration with the publishers. Mr Michael Hamilton, head of CIP office, The British Library, Bibliographic Services Division, Store Street, London WC1E 7DG.

The Duchess of Kent, as chancellor, will visit Leeds University on November 24.

Church news

Appointments: The Rev M. W. Wood, curate of St Andrew's, Bournemouth, to be Vicar of St Peter's, Bournemouth, in 1976. The Rev E. M. T. McLeod, chaplain of the Royal Naval School, to be Chaplain of St Paul's, Southampton, in 1976. The Rev M. J. Simpson, Rector of St Mary Magdalene, Walsingham, to be Rector of St Mary Magdalene, Walsingham, in 1976.

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Memorial service

The Bishop of London was represented by Mr R. E. Ellison at a memorial service for Baroness Stocks held on Saturday in the Chapel, Westminster College, London University. The Rev G. Brown officiated. The service was held in the Chapel, Westminster College, London University.

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Meeting may prove a watershed for churches

By Clifford Longley
Religious Affairs Correspondent
Although the forthcoming general assembly of the World Council of Churches in Nairobi has not yet begun, the meeting of the main British churches, it could prove a watershed in the history of the Christian religion in the West. For present in the role of learners rather than of teachers, the predominant theological style of the assembly is likely to owe more to situations and events in the Third World than to the tradition of detached academic thinking in the West.

The assembly's preparatory material has already been criticised in Britain for its "leftwards" slant (The Times, July 28), which is symptomatic of a gap of understanding that could open wider still in Nairobi between the West and the rest. If Nairobi leads instead to reconciliation, that is likely to be because Western church leaders may find it possible to understand what the others are saying and to bring that understanding back after the assembly to share with their constituents. The uncomfortable fact facing Western churches is that they have rejected the social and economic system of the rich non-communist countries, and regard as largely responsible for their own difficulties. Being Christian, they have attempted to explain their own situation in theological terms.

The anti-capitalism has a certain ideological base to it, in that many of them would not quarrel with a Marxist analysis of the capitalist system, but they have not adopted the Western habit of putting religious and political issues in intellectual compartments. The two are inextricably mixed, so that their understanding of man's relationship to God and to his fellow men presupposes a semi-Marxist understanding of economics.

In the West, theological reflection has been largely confined to the ground and is still in a case highly unfashionable and unpopular. In consequence, Western churches have hardly begun to grasp what their Third World brothers are talking about, and view it, in the main, with deep suspicion. Nairobi thus presents an opportunity for the West to catch up. If some of the suspicion can be torn down, a way will be open for a continuing dialogue. Although it is probably the Western churches who have most adjustment to make, there are some elements in the Third World which Western theology can put to the churches of the Third World, for their theology is created from a different perspective, and is far more intellectually watertight.

One significant thread running through non-European theology is the concept of liberation, the largely a Latin American creation, although its concepts have been adopted in Africa and Asia. It is a theology of liberation, with the theology which emerged from the World Council of Churches' own conference "Salvificum" in 1968. Latin American theology, being the work largely of Roman Catholic theologians, is more concerned with the role of the church in the work of political, economic, and psychological liberation of man. Bangkok seemed to take a less structured view of liberation, and the two schools have been present to the general direction that theology has taken since the West since the last WCC general assembly, at Uppsala in 1968. But in the West itself, nothing much has changed.

It is true that some of the language of this new theology has begun to creep into Western church circles, and Anglican bishops have written on the subject. But in Britain there has yet to emerge one formidable voice which speaks from within this new way of doing theology. That may not be altogether surprising, for the Latin American theologians, who have their theology shaped from experience rather than from detached academic speculation, and the experience in question is the experience of being oppressed and exploited, personally and not vicariously.

The role of Western theologians need not therefore be to identify (perhaps in a slightly guilty, even syncretistic manner) with this new theology as it stands, but to adopt its method, its way of doing theology. They may have something to say from their own experience, of being close to the instruments of economic power yet powerless to influence their society. The Latin Americans themselves say that their theology is not for export, and each man must work out his own understanding of his circumstances.

Management

Difficulties of combining family and career

Edited by Rodney Cowton

The modern version of the marriage—simultaneous marriage to one's family and one's work—is nowhere recognised as a crime, but it can often present problems for those involved more serious than the conventional version.

A recent research study* of the work/family relationship of career managers confirms that the problem is indeed a big one for individuals in mid-career who want to combine a successful organisational career with a fulfilled family life.

Bigamy is normally resolved by the abandonment of one of the relationships. For most people this solution is the very last resort. For them the problem is one to be lived with and managed. The study produces evidence that the dilemmas can be managed, if in different ways by different people.

The study was an exploratory investigation of the work and family life of a small group (22) of mid-career managers. Those in the group were all male, were aged 35 on average, married to wives of average age 34, were stably married with two children under 12. They were mostly graduates and had worked for only one large corporate employer although normally in more than one location. In 1975 terms their salaries were around £9,000.

These were all couples who had resolved to live with the dilemmas of corporate bigamy. The interesting feature was the variety of marriage patterns that was revealed within this small group of apparently similar people.

One of the questionnaires completed by both husbands and wives provided a way of analysing the personal predispositions of each individual in terms of concepts such as Achievement (the wish to succeed), Dominance, Autonomy, etc.

Their scores on the four most discriminating concepts revealed some interesting patterns when plotted onto a quadrant. The names of the quadrants were invented to capture the key characteristics of the individuals whose scores placed them in that quadrant (eg A "Thruster" is someone with strong inclinations to dominate and to be independent, and little desire to defer or to be with people).

Half of the husbands in this particular group were "Thrusters" and over half the women (15) were "Caring". The typical marriage pattern was what the study calls a BD marriage, a "thrusting" husband paired to a "caring" wife.

Obviously any of the other 15 combinations is possible but the sample group was too small to provide reliable examples of all of them. The AA pattern and the CD patterns were the next most common.

Each of the marriage patterns seems to have some distinctive features about it with its own way of responding to the stress or tension that must be around to some extent in all such situations.

A BD marriage is almost stereotypical in its pattern. The male is dominant and independent, the wife loving and deferring. Their lives are very clearly divided up into roles. The husband provides money, security and status, the wife looks after the home. She cooks, she sees to the wine and the beer.

The husband is very satisfied with his work and feels little tension or stress at home. The wife is heavily committed to her husband's work, seeing her role to be socially supportive to his career. She feels little stress at home and believes it to be part of her role to absorb it when it does occur.

Their daily talk is pragmatic, concerned mainly with day to day planning. They will often have separate networks of friends. Tension or stress, when it does arrive, is handled separately and in silence.

In such marriages the husband's career comes first, although ostensibly his work (on average 54 hours a week of it) is for the family.

It is probably not an accident that the biggest batch of marriages fitted this pattern, for the group consisted of successful mid-career managers and such a pattern provides a secure and comfortable base for the male's career.

Many of the group, however, had very different sorts of marriages. One "thrusting" male was married to an equally "thrusting" wife—a BB pattern. Here there was a constant battle for dominance and little overt signs of one deferring to the other. The relationship was based on competition and mutual respect—a BD pattern would probably have been very boring to both.

The AA patterns were different again. Here, although both parties need dominance there is, on both parts, little desire for independence and a lot of expressed warmth.

In such marriages both partners wanted their own proper careers in life, and they therefore tend to be dual-career marriages even though the wife's career might be more part-time than she would have wished due to the exigencies of raising children and running a home.

The homes of these couples are different to those of the BD managers. Comfortable they are but often a little chaotic, as if housekeeping was fairly low on their priorities.

Roles in such marriages tend to be very mixed up. Both partners are emotionally involved in each other's lives and tend to share their worries with each other instead of bottling them up.

This bubbling, slightly chaotic pattern of marriage also works well but it does provide a less restful base for the husband's career. There will be many more competing influences on his time and interests than in a BD pattern.

It is quite possible that such marriages will slip into a DA pattern when and if the wife's ambition begins to exceed that of her husband although there will still be a lot of mutual involvement.

Three of the marriages of the group were already in that pattern, all characterized by clever and talented men, well educated and married to equally talented, but slightly more aggressive wives.

It is interesting to note that both of these last two patterns as well as the BB partnership were marriages in which both partners had equivalent education and were of much the same age, in many cases they had met at university or soon after.

Like married-to-like pattern is quite different from the BD or the CD marriages where the husband typically had married a girl younger and with less years of education than himself.

The marriages (7 of them) involving individuals in the C quadrant were different again from the others. Here one of the individuals is a loner. Not particularly ambitious but in little need of close companionship either.

Where it is the wife who is "existential" she often finds it hard to give her husband's career (in this sample always

a "thruster") the kind of commitment he would understand and appreciate.

Where the husband is in quadrant C the wife (in this sample always a "carer") can find that her independent unambitious husband does not want all the caring and involvement she is prepared to lavish on him.

Such marriage patterns seem to have a kind of formality about them, a conscious attempt to respect the other's privacy. The issue of corporate bigamy is not usually a live-one.

There was no question in this research of looking for better or worse forms of marriage. All the patterns worked in their own ways. But some interesting questions emerge. Whatever one's individual preference might be, it seems likely from the study of this small group that an organization will be best served by an executive with a BD marriage, other qualities being equal. But are BD marriages perhaps on the decline in an age of increasing parity of roles between the sexes?

Do organizations have any right to knowledge of the marriage patterns of their employees? Should they do anything with that knowledge even if they had it?

Should individuals give more thought to their marriage patterns or is this giving rationality an undesired edge over emotion? Can two people change their marriage pattern by deliberate design or are our dispositions immutable? A case is being made to know as you look in vain for a clean cut that is all due to an AA marriage pattern.

*P. Berger and C. B. Hardy, "Work and Family", unpublished research at the London Business School.

Charles Handy

LETTERS TO THE EDITOR

Restrictions on patent protection under Community law

From Mr P. M. Turner

Sir, I was interested to note the comments of Mr J. C. H. Ellis in his letter to *The Times* (September 16). While I would agree that further consultation is necessary in respect of patent legislation, I beg to differ regarding the desirability of being able to obtain a European patent in one designated country.

I believe that it is totally misleading for the British patent profession to suggest to their clients that they will be able to obtain adequate patent protection by having a European patent which applies to one country. The United Kingdom is now an established member of the European Economic Community and must abide by the terms of the Treaty of Rome. The Commission of the EEC merely applies the Treaty of Rome and the European Court interprets the Articles of the Treaty. Any division of the EEC into separate markets, state by state, is abhorrent to the Treaty; it is borne out by several decisions of the European Court.

The decisions of the European

Court indicate that it is possible to have a single national patent to protect a product. However, the patent cannot be enforced against manufacturers who legally make a similar product in another member state and then import the product into the state in which the patent applies. Although Article 36 of the Treaty of Rome specifically allows for the protection of industrial and commercial property, it states categorically: "Such prohibitions shall not, however, constitute a means of arbitrary discrimination or disguised restriction on trade between the member states." The European Commission and the European Court are at present busily enforcing this part of the treaty in respect of patents and trade marks. Thus, we have an erosion of national patent law in the cause of European unity, and the sooner a unified patent law applies across the whole of the European Community to counteract such an erosion, the better. It is the fault of the individual member states that the patent law continues to vary from country to country, with the effect of

allowing the erosio rights.

Unification of patent law is a long process and that a memo not be "an arbitration or disguised trade between member states." If Mr Ellis, at the Diplomatic Conference, can obtain adequate patent protection in which European patent is rather than have which applies in a series of the EEC, have little effect Article 36 of the Treaty of Rome, other than inducing patent rights negotiating on behalf member states, I accept this British "sand" attitude, so knowledge that a patent which app Community countries only one of any by Yours faithfully, P. M. TURNER, 6 Allambridge, 110 Berne Road, London, N16, September 18.

Engineering restructure: no real information

From Professor H. E. Rose

Sir, I have just published several letters relating to the so-called "restructuring" of the engineering profession but very little information has, so far, emerged.

A conspicuous omission, in this respect, is the failure to state clearly the object of the "restructuring" and to whose benefit it is directed, the latter, so far, having been largely in terms of vague generalities such as the need for engineers "to speak with one voice" or to have a "unified Professional structure".

It is to be suspected, although it has never been openly stated, that the object is to obtain professional registration, and for such registration to be in the hands of the Institutions, or CEI or its successor (whatever that might be).

If this is the desired objective, then it should be openly stated and it then becomes clear that the questions to be answered are: is registration in the hands of the public or of the profession, and also whether the institutions, either directly or through CEI, are fit bodies to carry out such registration.

Whether professional registration is necessary for the public wellbeing is a matter for debate. There appears to be good reason to believe that a part of the motive behind the present manoeuvres is to make engineering a closed profession and to make entry more difficult; which would probably be to the pecuniary advantage of those within the monopoly so created.

Whether this is to be advantage of the public, the aspiring engineer, or to anyone other than those within the "closed-shop" is a matter for debate. The Government should, however, refuse to recognize moves directed towards creating a

monopoly for the benefit of a limited class, unless it is also clearly in the interest of the general public.

The extent to which the councils represent the views of the members of the institutions is uncertain and, when important matters are involved, this is no consequence. Registration, however, involves the right of the individual to practice his profession, and it is clear that relatively small bodies, acting in secret, are completely unfitted to carry out this function, which must be based upon the open application of defined criteria.

Thus, professional registration of engineers, if necessary, should, as is the case with medical registration, be carried out by an independent quasi-judicial body and be based upon the holding of a publicly specified registrable qualification.

Such registrable qualifications could include degrees, diplomas, institution examinations and such other qualifications which the registration authorities decide are of adequate standard.

By such means justice could clearly be seen to be done; which would not be the case if registration were carried out by bodies which have interests and are not absolute impartiality to foster.

Let, therefore, professional registration of engineers, if it is necessary, be carried out by an independent body and based upon a publicly available list of registrable qualifications, and be introduced as a part of the "restructuring" about which so many words are spoken and so little useful information revealed. Yours faithfully, HORACE E. ROSE, Director of Mechanical Engineering, King's College, University of London, The Strand, WC2 September 16.

Industry in the Regions

Derby, long a town where men, at any rate, could readily find jobs, was perhaps understandably, a largely complacent community until February, 1971. Then came the Rolls-Royce crash. Ever since, the town has been wrestling with what has become the fully-recognized problem of being 60 per cent or more reliant on a few major industries.

The questions over the town's future have now been brought into sharper focus by a discussion paper on the shape of Derbyshire in the next 20 years, put together by the planning office of Derbyshire County Council.

At the old Smedley's Hydro building, looking out across the hilly area town of Matlock—to which the county council took the county's administration from Derby years ago—a near-roomful of copies of the structure plan, and other papers, are now going out to anybody who is anybody for observations.

What happened before the Rolls crash, when in 1969 a Nottinghamshire and Derbyshire sub-regional study was produced, is anything to go by. Derby is likely to resist a number of ideas central to the new discussion paper.

The sub-regional study backed the development of a major growth zone extending from Mansfield, in Nottinghamshire, to Alfreton, in Derbyshire, building to city proportions by the mid-1980s. This zone, the Erewash area, has already seen considerable growth, assisted by development area status that stops short of the Derby area.

While Nottingham, less than 20 miles from Derby, was to be "expanded" as a regional capital and office centre, Derby was seen growing as a centre of industrial technology and services, with some of its potential industrial expansion going to the Erewash growth zone.

After R-R Derby looks to wider development

formation of Rolls-Royce (1971) the workforce was whittled down to rather less than 19,000 at the last count. This is still more than 15 per cent of the town's working population.

But the psychological wound went deep. The memory is still fresh of panic-stricken queues of people anxious to remove savings from the Derbyshire Building Society.

Apart from Rolls-Royce (1971), British Rail's Derby complex is developing the advanced passenger train and there are metal working and foundry companies like Birmid Castings and other components and lawnmower interests. Roy's Malleable Castings and International Combustion, Court-auld's British Castings factory, is at nearby Spondon.

There has been some short-time working (lately in some foundries) but no major redundancies. Unemployment is up by 80 per cent on a year ago, and vacancies down 57 per cent, but Derby's jobless rate is still significantly below the national average, at 4.1 per cent.

While the town cannot have disproportionate worries about unemployment, the creation of industrial sites—some pre-1971—and around Derby was largely produced as a regional employment warehouse operations. The town's excellent road communications—it is adjacent to the M1 with major east-west road improvements still to come—has obviously done much to foster that.

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Helping the small company look after itself in Ireland

It is difficult to spend more than a few hours in Northern Ireland without perceiving that behind the grim news that is highlighted by the media, fresh springs of hope are constantly arising for the future of that troubled land. One such is a little-known and awkwardly named body called LEDU (Local Enterprise Development Unit) which might serve as a model elsewhere in the world, including—things being as they are—Britain.

LEDU was born four years ago as a kind of little brother to the main industrial development programme of the Northern Ireland Department of Commerce, which had been so successful in the sixties in attracting larger-scale industry, ICI, AEL Plessey, Neple, Grundig, Goodyear, Heinz, Du Pont—to the Province.

But there were defects in this programme even before the outbreak of the troubles sharply reduced Northern Ireland's attractions to outside industry, despite the most generous state aid available anywhere in the United Kingdom.

One was that it tended to attract plants peripheral to large international organizations, and therefore more vulnerable to cutback in difficult times. Another was that it missed out businesses thought to be too small to be worth

deploying the department's resources.

So LEDU was set up to help companies with more than 50 people right down to the one-man business or craft worker, and of its nature therefore became much more an instrument of self-help than an inducement to help from outside.

Its form of organization reflects this element of autonomy in an interesting way. Although established by the state it is not a department of state; it is an independent company with state guarantees.

And although the first chief executive was a seconded civil servant he has now been replaced by Mr Allan Cooley, aged 38, a thrusting accountant, marketing man and former Irish golf international, thus completing 100 per cent control of LEDU by independent and business people rather than state servants.

Its chairman from the outset has been Mr John Waddell—an engineer, businessman and son of a well-known Ulster Presbyterian minister—who retired at 55 as a director of Turner & Newall in England and now at 62 does various odd jobs like this for the Northern Ireland Government.

Equally important is the system of "area panels", made up of respected local figures in the four areas of the Province, each under its own chairman. These panels, without having direct executive responsibility, serve an invaluable purpose in carrying LEDU right down into the grassroots of towns and villages, since panel members are the kind of people their neighbours would approach with ideas, and give them informal advice and encouragement (or otherwise) before passing them on to LEDU's full-time officers.

The latter, in collaboration with Belfast headquarters, subject projects to stringent scrutiny for prospects and feasibility (these are the main criteria: sectarianism is totally absent from LEDU operations) before handing out grants and loans to get the scheme off the ground.

In four years LEDU has sponsored more than 500 small businesses and more than 4,500 new jobs at a cost to the state of under £5.5m. Even in crude terms of saving unemployment benefit, therefore, LEDU pays off. As Mr Waddell says: "It's sound value for the taxpayer because it is cheaper than keeping chaps on the dole."

But this is the negative side of the coin. The positive side is the fresh spirit of enterprise and hope LEDU is gradually helping to breathe into communities where apparently endemic unemployment at far

higher levels than the United Kingdom generally, allied to the "trouble" was in danger of killing them off altogether.

Typical of these is Killeel, an old-established fishing and quarrying village, just north of the border on the east coast, where unemployment among the 3,000 inhabitants was running, recently, at nearly 20 per cent—high even for Northern Ireland.

In four years the level has been halved through more than a dozen LEDU-sponsored projects, ranging from fish-processing (one company already has a turnover of nearly £250,000 processing local catch, mainly for export), through engineering (where what was five years ago a two-man agricultural repairer now employs a dozen home-trained craftsmen and recently won a £30,000 steel jetty contract for the local fishing boat in England and Scotland) to joinery; net manufacture, and lampshade and furniture making.

Given that a villager with a bright idea is more likely to be starry-eyed and impractical than most, LEDU has a remarkably low fall-out rate, largely no doubt because projects are carefully monitored and detailed accounts and business forecasts are required as a condition of aid.

Industrial films

Importance of the Col to Britain's image everywhere

One of the functions of the Central Office of Information is to serve other government departments in all aspects of publicity, and the commissioning of film material is a not unimportant part of their activities. Their department and agencies, like the Civil Service, are at home and abroad; in Los Angeles this year, for instance, three of the Jimmy Saville "Clunk-Click" commercials were rated the best television series of 1974, while Drive Carefully Darlings, that very imaginative road safety film, had a first prize in June at the Traffic Safety Film Festival in Zagreb.

A quite different function of the Col is the dissemination of information overseas, and here, as many private enterprise sponsors will know, it handles a great deal more than its own work: whatever enhances the good name of Britain is its business. But government departments are its film customers at home, and the interests covered range as widely as those departments' activities.

The Department of the Environment is active in the field, with, recently, Search and Rescue and Moving On, covering two of the major research bodies for which the department is responsible. Search and Rescue is a 18-minute picture of the diverse work of the Building Research Establishment (work exemplified by two other films press shown at the same time: The Nibbler—a quiet concrete-breaker—and Plastics in Fire, about the continuing check on the flammable qualities of new plastics.) And Moving On is about the Transport and Road Research Establishment; this runs for 29 minutes and is still somewhat overcrowded, but full of interest for road users, which of course is everybody.

Auxiliary Coastguard (21 minutes) comes from HM Coastguard Department of Trade, and follows up a 1972 film on the regular coastguard service by showing the importance of

Inflation and recession are hitting LEDU-sponsored firms the same as everyone else, but there is no evidence yet that they are less capable of weathering the storm. The value of the project is surely greater, however, than can be measured either in terms of reduced unemployment or profitable commercial investment.

By promoting active skills rather than importing alien technology LEDU is fostering a spirit of self-reliance. Ulster badly needs, especially in the smaller, out-of-the-way communities which tend to have been neglected, a sense of well-being on the way to breaking up, with the familiar drift away of the young and enterprising, are developing their own resources and community spirit instead of letting them languish.

Job satisfaction and employee-employer relationships seem far better in these small enterprises where everyone knows each other. Behind the statistics LEDU produces for the government there must be quite a large unquantified spin-off under the general heading of quality of life. It is just one piece of evidence that, alongside the death and despair in Ulster there is also life and hope.

Michael Bailey

INTERIM STATEMENT

THE LAIRD GROUP LIMITED

Interim Results 1975

(subject to audit)

	Half year to 28 June 1975 £'000	Half year to 30 June 1974 £'000	Year 1974 £'000
Turnover	48,158	41,974	91,097
Profit before Tax	3,531	4,283	9,303
Tax	(1,780)	(1,925)	(4,413)
Profit after Tax	1,751	2,358	4,890
Dividends	(472)	(443)	(890)
Retained Profit	1,279	1,915	4,000

Notes

1. An interim dividend of 1.19p net (1.83p gross) per Ordinary Stock Unit will be paid on 10 November 1975 and it is intended to recommend a total dividend for 1975 of 2.39p (3.68p gross).
2. The comparative interim and total dividends for 1974, after adjustment to take account of the capitalisation issue made in June 1975, were 1.12p and 2.24p net respectively.
3. The tax charge includes £280,000 overseas tax, against £225,000 overseas tax in the interim results for 1974.
4. It is anticipated that the Group profit for the half year to 28 December 1975 will be comparable to that for the half year to 29 June. On this basis, the forecast dividend for the year would be covered 3.7 times.

BY THE FINANCIAL EDITOR

Bull factors for the stock market

There will be following the stock market, account, opens today, with more usual interest. Last week the FT Index broke down away from the range 330 in which it has been up for several weeks. On 25.1 points on the week 6. On Friday there was evidence of "new time" by institutions, there strong rally toward the end of Wall Street on the of lower than expected price increases, and immediate question is all of this heralds a surge forward for Kingdom equities in the weeks.

It is true, of course, that actions tend to produce reactions, but the for confidence are certainly better now than they were three months ago. The rights issue flood has been a relief, and the decreasing volume is bound to be a help. It is clear that since mid-July the institutions have been sitting on the sidelines of the equity and gilt-edged markets, and stockbrokers' estimates that they are holding some £3,500m of which must ultimately be invested. In the near term it is hard to see a great deal of that going into gilts, while there is no lack of domestic grounds for investing. The relationship between the Kingdom and American is so critical to the gilt that it will require a deal more clearly about direction in the weeks before the confidence of here can be expected to that equities are united by American develop-

The timing of a revival has been clearly vital to the Kingdom. But given the forward view the market takes, one can argue the worst of the recession within view if not yet. And while some alarming from the "chip" can be expected to fall, the tone of recent profit statements has nothing like as bad as has feared earlier. More recently still, the corporate has endured a period without liquidity coming undue strain. In many the trend has been an swing one, so there remains a grain of fat to help absorb worst of the recession, ever that might feed in far a general market might be expected to another matter, however, may still need to be gilded revival before it can look for any real end, but there should be some profits to be in selected blue chip between now and the end.

cock & Wilcox
ning overseas
ansion
rights issue news from
ck & Wilcox has har-
acted and, long as it
continues in its recent
offer should go ex-
ly well—particularly since
presented Babcock with
portunity to do something
its lowly dividend yield.
ey to Babcock's presen-
gy is, of course, the
belief that the £31m
eds from the sale of the
Babcock stake should
id offshore for ultimate
ment overseas. And that
it a need for further long-
capital to back the sus-
tained expansion of the home-
operations, after a period
ich the group has had to
sily heavily on increased
term borrowing.

Given the basic common-sense underlying the strategy, the only real question in fact is whether or not Babcock can find the right acquisition and avoid some of the pitfalls that other British companies have fallen into in North America—Babcock's chosen hunting ground. All the signs appear to be that Babcock is setting its quest with the right degree of caution, but it must be equally true that time may not be on Babcock's side given that the group is obviously keen to have a deal seen up before any recovery in the American economy gathers real momentum.

That said, there is still plenty of scope, with the Jones Industrial average on a P/E of 101 for Babcock to obtain a "considerably better return on its funds than the 2.6 per cent on the last Deutsche Babcock dividend, or the 7 per cent or so it is currently earning in the Euro-dollar market. In short, projected net earnings of around £6.5m this year should have enough medium term growth potential to sustain a post rights capitalization of £66m.

Interim: 1975 (1974)
Capitalization £55m
Sales £165m (£109m)
Pre-tax profits £6.0m (£3.6m)
Dividend gross 1.48p (1.38p)

Long suffering loan stockholders in International Property Developments, now threatened with liquidation following last year's celebrated takeover of its Kirby factory by a workers cooperative, will probably feel that any scepticism expressed over the wisdom of the group's proposals to repay the stock at the rate of £50 per £100 nominal is tantamount to looking a gift horse in the mouth.

At a meeting today they are being asked to sanction this, along with arrangements to sell IPD's Trinidadian property assets for £6.6m to provide the wherewithal for the repayment. But an unusual feature of the scheme (on which the trustees, the Royal Bank of Canada Trust, make no recommendation) is the fact that the irrevocable acceptance of £50 per £100 on the part of the loan stockholders is a condition of the sale of the Trinidad company to its indigenous purchaser.

It is difficult to see what possible interest the purchaser could have in the arrangements to repay the loan stock. While a payout, in the normal course of events is dependent upon a sale of assets, it is rare indeed to find a situation where the positions are, apparently, reversed.

Under the sale terms, IPD receives some £16m in cash, with the rest of the consideration payable in annual tranches over the next 20 years. The pro forma statement provided shows that the £16m will cover the £508,000 payment to loan stockholders, plus a number of unsecured creditors to the tune of another £400,000 or so. Some creditors are being repaid at 100 per cent, one at 82 per cent and another at 64 per cent plus, of course, the loan stockholders at the bottom of the list.

The group does not explain this arrangement. It is not clear why the loan stockholders are being asked to fix the rate of payout irrevocably, when there will obviously be substantial annual payments coming into the group in the future. Indeed an earlier scheme for the loan stock was to have been a formula for phased repayment over a number of years. And it is hard to see why the sale of assets to a third party could possibly founder over the rate of payment to loan stockholders.

Unfortunately, the company has so constructed this scheme that loan stockholders cannot refuse it without prejudicing the sale of the assets and inviting the liquidator.

IPD
An unusual formula

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Behind all the prurient interest and the fair deal of hypocrisy generated by the Rank affair lay and lie some important issues of principle. One was raised without evasion on Saturday by Mr John Phillips, secretary of the Institute of Chartered Secretaries and Administrators at the institute's annual conference at Cambridge.

"How much better it would have been had the non-executive directors of the Rank Organisation foreseen the development of the problem and settled it before it became a matter of public discussion with the resultant damage to the image of the public company", he said.

The debate about the role of the non-executive director has been gathering pace over the past five years. Mr Phillips, taking up publicly one of the positions that others have supported, said that the Rank case was an argument for "a statutory requirement for certain classes of company to include on the management board non-executive directors representative of institutional investors who were themselves representative of thousands of individuals who had a stake in the efficient management of the company".

The argument, usually, is that a public company should benefit from the contribution of an outside director or two. They can bring in outside ideas and may save a company from the error of not seeing the wood for the trees.

Here, Rank is a bad example because its board, with the exception of the chairman, the nominal chief executive and the company secretary, were all outside directors. It would indeed be difficult to put together a board with a wider cross-section of financial, commercial and administrative experience.

With outside directors, from an ex-head of the Civil Service and an ex-Governor of the Bank of England through an ex-head of the Inland Revenue to the chairman of a major insurance company and of an international industrial company, it is hard to see what more any group of outside directors could have to offer.

Further, in so far as Lord O'Brien is also a director of the Prudential, there is also on the board an outside director representing at least indirectly an institutional investor.

The reasons why men of such distinction were asked to join the board by Sir John Davis were presumably of the traditional sort. Ironically, it may have put the seal on his own business future. For whereas in a previous similar episode it was possible for the chief executive of Lorrho to face it out with non-executive directors who were calling for change, it is not open to Sir John Davis to appeal over the heads of such a gathering of the business establishment to his shareholders.

The unkind question remains, however, what did these distinguished outsiders on the Rank board think was their duty as directors? A non-executive director is only as good as the information at his disposal, and it is reasonable to suppose that, if Sir John kept basic managerial information from the man he chose to call his chief executive, it was also kept from outside directors.

They were on the board of a company which visibly lacked a modern management structure and which had engaged in a series of dramatic and unfortunate diversifications.

The question is increasingly important because in due course there will be a new Companies Act, seeking to reflect the social and political changes of attitude towards the public company that have taken place since 1948. For a time it seemed likely that the change would centre on the introduction of two-tier boards of a continental sort, or some more direct form of worker representation at the board level.

There are, however, now increasing signs that the trade unions are having second thoughts about this development. The debate on the subject at the last TUC Conference was effectively shelved, largely to hide the fact that union opinion is so divided.

We may, therefore, well see a revival of the idea of a statutory requirement for a minimum number of non-executive directors on the boards of public companies, charged with the specific duty of representing interests other than those of the shareholders or the management.

Such outside directors, for example, might be required to make specific public reports on aspects of the internal and external performance of their companies to go with the annual financial report and accounts. In the case of Rank, such a procedure might well have produced less unhappy results.

Rippling from the Rank affair

Yugoslavia, with the most westernized economic system in the socialist world and a rate of wage and price increases at least equal to Britain's, has embarked on a big effort to halt its inflationary spiral. President Tito spoke earlier this month of a 30 per cent rate of inflation, which he said the country must "liquidate".

The drive involves a comprehensive attack on consumer prices combined with tax measures to reduce price levels, import restrictions, moves to cut consumption and public spending and efforts to increase the influence of the League of Communists over the country's unique system of enterprise management very largely by workers' control.

twice as much as its exports. Yugoslavia has also regularly relied on side-effects of boom conditions in the West to help it over its visible trade deficit. Until last year the deficit had been more than made up by its earnings on tourism and by the remittances of 1.1 million Yugoslavs working in western countries.

With recessionary times in the West, both of these sources of hard currency have been hit, while the fall in western demand for Yugoslav labour has helped to swell the country's unemployment from 350,000 in 1973 to 535,000 or about 11.5 per cent of the employed population, by June this year.

Yugoslavia is also trying hard to encourage western investment to help soak up its unemployment, and American business circles and relevant government bodies are being courted with particular warmth. Tourists, too, are being attracted through various price and currency concessions which have recently been announced.

The main complaint about price increases is that companies use them as the chief remedy for all their own problems.

Mr Berislav Sefer, vice-president of the Federal Executive Council and its main spokesman on economic affairs, has stressed to Tanjug, the official news agency, that the country could no longer "tolerate prices being raised to cover irrationalities in production, unutilized and irrational economic development programmes, or the excessive burdening of the economy with different non-economic expenditures".

Part of Yugoslavia's inflation is of course imported. Prices of the goods it bought went up by 47 per cent last year against a 32 per cent increase in the price of its own exports. Its imports in the first half of this year were worth almost exactly

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The main complaint about price increases is that companies use them as the chief remedy for all their own problems.

Mr. Peter Curry, Chairman, reports that while, as anticipated, 1975 is proving to be a particularly difficult year for the electronics industry, the Group is continuing to make progress.

The salient features from the Accounts of the year ended 31st May 1975 were:

	1975	1974
Sales	£18,308,400	£15,112,000
Pre-tax profit	£1,563,600	£1,305,700

(£187,000 of the increase is accounted for by the consolidation of Appliance Components Limited)

Earnings per share (Taxation was 54.9% of pre-tax profits compared with 51.5% in 1975)

	10.0p	9.3p
Dividend (net per ordinary share) (maximum permitted increase)	6.076p	5.718p

Stock levels and liquidity
Strict control was maintained on stock levels. In addition liquidity was helped by the deferment of tax under the stock relief provision amounting to £573,000 for the two years to 1st June, 1974.

Appliance Components Limited
The outstanding 65% of Appliance Components Limited was acquired with effect from 3rd June, 1974 and the results have been consolidated for the full year.

Prospects
It is difficult to indicate the outcome of the current year as much must depend on the severity of the industrial downturn in this country. This recession has come as no surprise and the Group took action last winter to trim overhead expenditure in anticipation of reduced future orders. As a result profitability has been maintained during the current trading year but any indication of prospects at this stage must be subject to considerable uncertainty. Nevertheless I am confident that the strong operating teams which the Group has built up will be able to cope with the problems of the coming year.

Copies of the Report and Accounts are available from the Secretary, Unitech Ltd., Phoenix House, Station Hill, Reading RG1 1NB, Berkshire.

UNITECH LIMITED
Electronic Component Marketing - Electronic Test Equipment and Sub-Units
Component Manufacturing - Industrial Controls - Computer Peripherals

Business Diary in Europe: Grape shot • Go east, flying man

argely a matter of choice the destination of American once they get shore, a European port. For it is the nearest bar, ever since 1918 American ships have been "dry", beneficiary of this action on the part of the Secretary for the Navy, Mr. Daniels, was the pay-off of Craig Campbell.

Foods Inc., of whom Campbell is executive, scored a valuable marketing when Daniels substituted his grape juice for the "monthly ration of

such coupons don't come which may explain why well was in London last to check with European er Allen Prosser on pro- in Welch's new play of what—if any of us of unfarmed grape- could be tailored to European palates.

Prosser is talking to s of British wines—ly manufactured from s or South African grape to see if Welch can

a deal, if it came off, seem to challenge two s of the company's foun- the offspring of a tee- New Jersey dentist who re- whether or not the new theories could be to unfarmed grape, is to leave alcoholic alone—partly because of ounding father's philo- and partly because the nity of fermenting grape lay have with Welch's juice and jam lines.

The other is to leave Europe some of the grape-well alone, and to concentrate upon the Americas and eastward towards Asia and as far as the Arab countries.

Prosser is now based back in his home town, Dublin, having been hired by Welch away from his former employers in Canada. Welch licenses Cadbury-Schwartz.

His brief is to examine the European market—principally the United Kingdom, the Irish Republic and Scandinavia—to see who would want grape-based juices, jams or dyes.

At home, Welch is the United States largest manufacturer of unfarmed grape-based products. The current lunge towards Europe, should it come off, would be seen as Campbell's successful interpretation of Welch's devotion to marketing.

After the last war, control of the company was bought by its suppliers, now about 2,000 grape growers in the belt of United States states, from Washington to Canadian border. It is now a cooperative, which under American law must return all profits back to its members, and must seek funds for projects such as the European push through barrowings, preferably secured by a link-up with some established European food manufacturer.

It's a long haul, but Campbell—who likes Scotch-and-water home lunch, and Prosser, a vineyarder, need not lack for refreshment.

Although Welch stays clear of fermented grape products



Craig Campbell: giving the British a taste of unfarmed grape.

(although it supplies home wine-making kits using its grape juice base) nothing in the articles of association forbids executives from taking a drop of the hard stuff.

O peccadillo

The Organization of Petroleum Exporting Countries may be the most powerful cartel in the world, but its recent offices in Vienna have been the subject of murmurings by cramped officials.

As Opec's role in the world has grown, so the work handled by the various departments has increased.

sultan's report, merely suggests more suitable premises in keeping with the organization's world status should be found.

Meanwhile, British hopes of entering this elite club look likely to fail if Opec revamps its rules as planned.

There are now 13 member states in the organization, but worried that rising membership could mean disunity. So it is drawing up rules which will require prospective members to be oil or gas as a basic and principal export.

Despite the largesse which will flow from the North Sea, Britain will never fall into this category, though it would qualify under the present system which demands "substantial" production rates, and interests similar to those of existing members.

Fareminded

While the world's biggest airlines have been wrangling in Geneva for the past fortnight over the future of fares for Europe and Africa, astute West German businessmen have been discovering how to keep down their travel bills.

For a long time they have known that it was cheaper to fly from Frankfurt rather than from Cologne, but now they have found out that big savings can be made by flying from East Berlin rather than from the Federal Republic.

The East German airline Interflug does not belong to IATA and can thus charge fares lower than those fixed by its Western rivals. Savings of up to £200 can be made on some trips, and there are often

more flights to Eastern block destinations than would be available the other side of the wire.

Of course, the traveller has to offset the cost of transferring to East Berlin's Schoenefeld airport as well as the extra time involved. From West Berlin there is also a transfer charge of DM10 and the cost of a taxi to the airport.

Account able

Launching his new book, *Accounting in Europe*, last week, Michael Lafferty, manifested none of the accountant's professional reticence. The accounts of most European companies, he said, "have little more than curiosity value", while those of Italy were "positively misleading".

Professional practice in the United Kingdom did merit approval, but he did tell one story about the large private company which wanted to go public, and whose chairman approached the merchant bankers, to be told, "First of all change your accountants; take on one of the big eight".

This was accordingly done, and two weeks later, the bankers asked the chairman how he had got on. "Fine", he said. "I invited the senior partners of each firm to come and see me, and I put to each of them a very simple question: what does two and two make? Seven of them answered four, but it was the eighth I took on. He asked what number I wanted them to make."

*Woodhead-Faulkner, 7 Rose Crescent, Cambridge, £6.95.

Business to Business

Readers are recommended to take appropriate professional advice before entering obligations.

BUSINESS NOTICES

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With hotel bills constantly rising, large international organizations may be interested in a development nearing completion in Draycott Avenue, Chelsea, aimed at stabilizing the expense.

Based on a typical renovated London town house, the scheme seeks to create a cross between a home and a club for people like visiting senior executives. The architects were Andrews, Downie, Kelly, and the building contains 11 self-contained apartments of varying sizes, with an internal telephone system and other amenities.

Telex and secretarial and catering services are also planned, possibly a limousine service for a corporate purchaser, to make the property self-sufficient. A furnished show flat is on view. Others for the freehold of about £750,000 are being asked through Domain Country Estates, of Wigmore Street, London.

Several large shopping schemes are progressing. In Hoveham the development of the Norwich Union Insurance Group in partnership with Hoveham District Council is expected to be ready for occupation next spring for an opening date in May or June. An L-shaped scheme, the shopping area in West Street with that of Carfax.

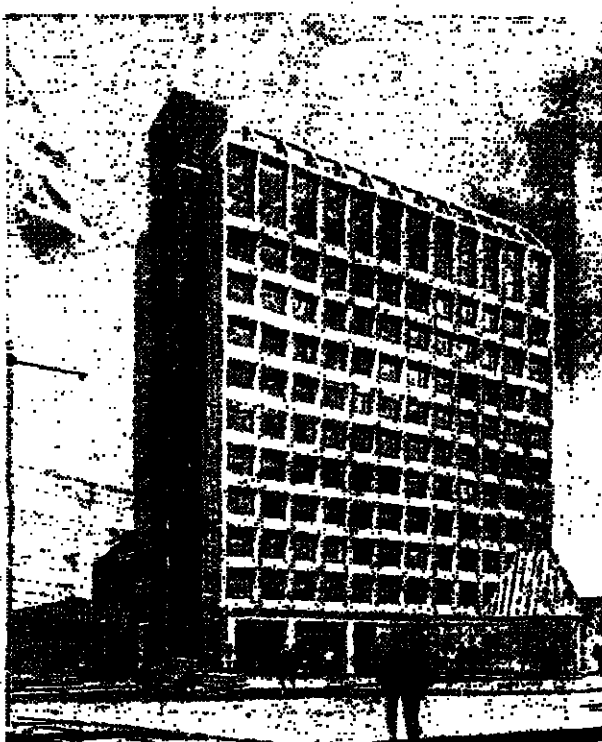
It will contain about 150,000 sq ft of retail space, including two large stores, 30 shops and about 14,000 sq ft gross of offices, as well as a multi-storey car park for 700 cars. Salisbury and Boots have taken the two stores and Jones Lang Wootton, the letting agents, say interest in the scheme far exceeds the available units.

In Bedford the new Harpur Trust centre, with frontages to Midland Road, Horse Lane and Harpur Street, has been topped out about four months ahead of schedule. Kier Ltd, the builders, expect to hand over some units for fitting out at the end of the year for opening next spring.

Designed by Sir Frederick Gibberd and Partners, the £3.5m scheme will include five large stores, two of which have gone to Littlewoods and Boots, 24 shops and about 30,000 sq ft of offices. The site was that of the old Bedford Modern School complex, dating from 1833, and the frontage to Harpur Street, designed by Edward Blore, is being retained.

The school moved to new premises in April last year. Letting agents for the development are Hillier Parker May and Rowden.

In Rochdale trading has begun in two new market areas to which traders have been moved from the traditional area around Yorkshire Street.



An artist's impression of the £2m Salvesen Tower, Blackie's Quay, Aberdeen.

Newly complete is the first phase of the £7.5m central area redevelopment being carried out by Laing Development Co. in partnership with the Co-operative Insurance Society and Rochdale Metropolitan Borough Council.

The rest of the first phase, due for completion by December, has been fully let to leading retailers. Later, demolition of the old markets will begin to make way for the second phase of the scheme. The redevelopment should be finished by late 1977. Letting is through Bernard Thorpe and Partners, of Manchester, and Hillier Parker May and Rowden, of London.

The new Salvesen Tower, in Aberdeen, which is due for completion next March, was recently topped out. The 12-storey building, with more than 41,000 sq ft of offices, is on Blackie's Quay, in the harbour area, and has a covered car park for 120 cars.

The £2m development is being carried out by Christian Salvesen Ltd, with long-term finance from the Scottish Equitable Life Assurance Society. It is the society's first venture into property associated with North Sea Development, and represents an investment for them of £1.25m.

The area has been redeveloped because of offshore oil and gas operations. The building has associated facilities, already in use, for warehousing and for the supply of oil drilling materials. The office letting is through F. G. Burnett, chartered surveyors, of Aberdeen, and the rent is £4.50 a sq ft, with a car park charge.

A contract worth more than £5m has been awarded to Holland, Hannen and Cubitt Construction (London) by Amalgamated Investment and Property Co on behalf of the United Kingdom Transport and General Provident Institution. It concerns the second

phase of the current contract at 42/50 Victoria Street, Westminster, now nearing completion.

The second phase includes a 19-storey block with a three-storey podium linking the two phases. The second contract brings the total value up to about £8.1m and the gross floor area of the scheme, which was designed by R. Selfert and Partners, will amount to some 207,000 sq ft. Letting is through Edward Erdman and Co and Henry Joel and Co.

Just completed and available for letting is Crown House, in Hoveham, Kent, a development by British Anzani. The new building is at the corner of Crown Quay Lane and East Street and provides 52,760 sq ft on ground and three upper floors. Design is by Chapman Taylor Partners and it was built at a total cost of £1,500,000 by John Laing Construction.

Units from 8,000 sq ft upwards are available, and the rent is £3.50 a sq ft. Letting is through Michael Laurie and Partners and Herring Daw and Partners, both of London, and Anthony D. Lewis and Co of Esher, Surrey. The development was started by Town and District Properties, now a subsidiary of British Anzani.

There is provision for a second phase of about a further 54,000 sq ft of offices. Richard Cowan Ltd, through the City office of Hillier Parker May and Rowden, have let Friars House, at 157/168 Blackfriars Road, Southwark, to the Department of the Environment. The rent is understood to be about £70,000 a year exclusive, and occupation is due early next year. The building was put up in the late 1950s and has about 108,000 sq ft of space.

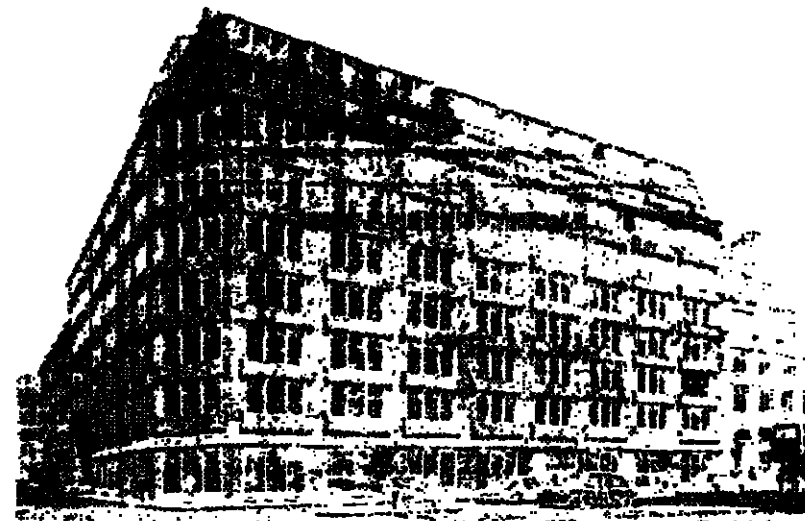
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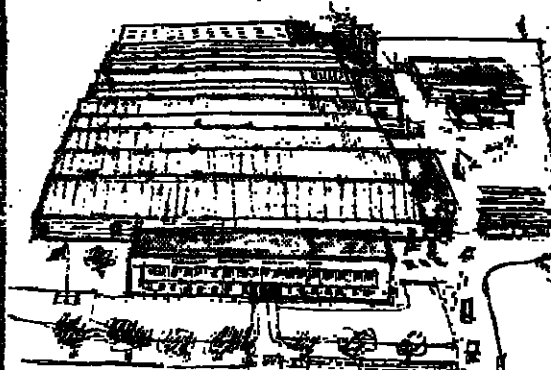
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